



“Army and Small Business: Success Thru Partnership”

Tysons Corner, VA

7-8 November 2007

AGENDA

Wednesday, 7 November 2007

Welcome

Lieutenant General Lawrence P. Farrell, Jr., USAF (Ret), President & CEO, National Defense Industrial Association

“Continuing Opportunities for Small Businesses”, **Mr. Dean G. Popp**, Principal Deputy, Assistant Secretary of the Army (Acquisition, Logistics and Technology)

“Update on the State of the Army Small Business Program”, **Ms. Tracey L. Pinson**, Director, Small and Disadvantaged Business Utilization, Office of the Secretary of the Army

“The Outlook for Small Business”, **Mr. Joel Szabat**, Chief of Staff, U.S. Small Business Administration

Thursday, 8 November 2007

Recognition of AMC Small Business Person of the Year

General Benjamin S. Griffin, USA, Commanding General, AMC

“Keys to Small Business Success”, **Dr. Marvin Carroll**, CEO, Tec-Masters, Inc

Panel: “Assistance and Opportunities”

- *“MRAP Business Opportunities”*, **Mr. Scott A. Crosson**, Acquisition Manager, Joint MRAP Vehicle Program, U.S. Marine Corps Systems Command
- *“Business Opportunities with FCS”*, **Mr. John Kelley**, Director, Supplier Management and Procurement, FCS, The Boeing Company
- *“Industry Partnership Opportunities with AMC”*, **Mr. Ronald Davis**, Deputy Chief of Staff for Business Transformation, G-7, HQs AMC
- *“Available Resources to Businesses for State-of-the-Art Manufacturing”*, **Mr. John S. VanKirk**, President and Executive Director, National Center for Defense Manufacturing & Machining

“Resources and Opportunities for Wounded Warriors”, **Mr. Steven R. Clark**, Director, OSD, Heroes to Hometowns Program

Breakout Sessions: Special Interest Topics

- *“Success Strategies for Women-Owned Small Businesses in the DoD World”*, **Ms. Madhu Beriwal**, President and CEO, Innovative Emergency Management, Inc.
- *“Tips and Opportunities Available for Small Businesses”*, **Mr. Wallace Johnson**, Deputy Director, Procurement Technical Assistance Program, George Mason University
- *“What You Need to Know Before You Team/Partner”*, **Ms. January Dennison**, President, Technology Research Consultants, Inc.

11th Annual Small Business Conference

Theme: "Army and Small Business: Success Thru Partnership"

Objective & Scope

Providing for the Nation's security requires an effective partnership between the Army and the small business community. Small business is "big business" in the Army. Last year the Army awarded \$19.3 billion in direct contracts. Small businesses received an even greater amount in contracts with major defense firms. Despite having the smallest budget of the three military departments, the Army has awarded the highest dollar amount of prime contracts to small businesses for each of the last seven years.

This conference brings together leaders of the industry small business community and the government (Small Business Administration and Army) to discuss timely topics, including recent changes affecting small businesses. Participants will include key Government decision makers from Washington to field commanders who conduct acquisitions. The conference provides a forum for open exchange of information and ideas between senior government officials and small business leaders.

The Business Opportunities Fair is an important part of the conference. Representatives from the Army's major buying commands will be present to discuss future opportunities for small businesses in their respective commands. In addition, representatives from among the top 50 large business defense contractors will be in attendance to discuss small business opportunities with their firms. Army personnel will be available to address individual contractors' questions and concerns.

Breakout sessions will be presented on timely subjects of special interest. The agenda offers a variety of topics designed to meet the varying needs of contractors present.

Wednesday, November 7, 2007

- 1:00 p.m.** Registration Open
- 3:00 p.m.** Administrative Remarks
- 3:05 p.m.** Welcome
*Lieutenant General Lawrence P. Farrell, Jr., USAF (Ret),
President & CEO, National Defense Industrial Association*
- 3:10 p.m.** Opening Remarks
*General Benjamin S. Griffin, USA, Commanding General,
AMC*
- 3:40 p.m.** Continuing Opportunities for Small Businesses
*Mr. Dean G. Popps, Principal Deputy, Assistant Secretary of
the Army (Acquisition, Logistics and Technology)*
- 4:15 p.m.** Break
- 4:30 p.m.** Update on the State of the Army Small Business Program
*Ms. Tracey L. Pinson, Director, Small and Disadvantaged
Business Utilization, Office of the Secretary of the Army*
- 5:00 p.m.** The Outlook for Small Business
*Mr. Joel Szabat, Chief of Staff, U.S. Small Business
Administration*
- 5:45 - 7:45 p.m.** Reception

During conference registration and check-in, each participant will be issued an identification badge. Please be prepared to present a picture ID. Badges must be worn at all conference functions.

Appropriate dress for this conference is business attire for civilians and Class A Uniform for military.

CONFERENCE AGENDA:



Hilton McLean at Tysons Corner

Thursday, November 8, 2007

- 7:00 a.m.** Continental Breakfast & Registration Open
- 7:50 a.m.** Administrative Remarks
- 7:55 a.m.** Recognition of AMC Small Business Person of the Year
General Benjamin S. Griffin, USA, Commanding General, AMC
- 8:05 a.m.** “Keys to Small Business Success”
Dr. Marvin Carroll, CEO, Tec-Masters, Inc.
- 8:40 a.m.** Panel: “Assistance and Opportunities”
- ▶ “MRAP Business Opportunities”
Mr. Scott A. Crosson, Acquisition Manager, Joint MRAP Vehicle Program, U.S. Marine Corps Systems Command
 - ▶ “Business Opportunities with FCS”
Mr. John Kelley, Director, Supplier Management and Procurement, FCS, The Boeing Company
 - ▶ “Industry Partnership Opportunities with AMC”
Mr. Ronald Davis, Deputy Chief of Staff for Business Transformation, G-7, HQs AMC
 - ▶ “Available Resources to Businesses for State-of-the-Art Manufacturing”
Mr. John S. VanKirk, President and Executive Director, National Center for Defense Manufacturing & Machining
- 10:20 a.m.** Break
- 10:35 a.m.** Panel: “Open Question Period”
Moderator: Mr. Jeffrey Parsons, Director, Command Contracting, U.S. Army Materiel Command
- ▶ Mr. Bruce Berinato, PARC, Joint Munitions & Logistics Command
 - ▶ Ms. Marlene Cruze, Executive Director, Acquisition Center, U.S. Army Aviation and Missile Command
 - ▶ Mr. Edward Elgart, PARC, U.S. Army Communications-Electronics Command
 - ▶ Mr. Martin Green, Associate Director for Contracting, U.S. Army Tank-Automotive and Armaments Command
 - ▶ Mr. James Loehrl, PARC, U.S. Army Field Support Command
 - ▶ Mr. Michael Patterson, Chief, Contracting Center, Surface Deployment and Distribution Command
 - ▶ Mr. James Warrington, Director of Contracting, U.S. Army Research, Development and Engineering Command Acquisition Center
- 11:35 a.m.** “Resources and Opportunities for Wounded Warriors”
Mr. Steven R. Clark, Director, OSD, Heroes to Hometowns Program
- 12:00 p.m.** Luncheon

Proceedings will be available on the internet through the Defense Technical Information Center (DTIC), and will be available one to two weeks after the conference. Attendees will receive notification via e-mail that proceedings are posted and available on the web.

CONFERENCE AGENDA:

and small business

Thursday, November 8, 2007 cont.

1:00 - 4:10 p.m. **Concurrent Activities**

1:00 p.m. **Business Opportunities Fair**

Representatives of each AMC major subordinate command, the National Guard, Army Contracting Agency, Corps of Engineers, Medical Command, and the Defense Contracting Command-Washington, will be present to discuss future business opportunities, and to address individual contractor concerns.

1:00 p.m. **Breakout Sessions: Special Interest Topics**

The following topics will be presented during the afternoon. Presentations will begin at 1:00 p.m., with multiple topics running concurrently, each in a separate room, and repeated. Each session will take about 40 minutes with the time evenly divided for presentation and comments/questions.

- ▶ “Success Strategies for Women-Owned Small Businesses in the DoD World”
Ms. Madhu Beriwal, President and CEO, Innovative Emergency Management, Inc.
- ▶ “Available Resources to Businesses for State-of-the-Art Manufacturing”
Mr. John S. VanKirk, President and CEO, National Center for Defense Manufacturing & Machining
- ▶ “Industry Partnership Opportunities with AMC”
Mr. Luis E. Garcia-Baco, Director, Industrial Base Capabilities, Office of the Deputy Chief of Staff for Business Transformation, G-7, HQs AMC
- ▶ “IT Business Opportunities”
Ms. Giselle Whitfield, Acting Associate Director, Office of Small Business Programs, U.S. Army Contracting Agency – Information Technology, E-Commerce, and Commercial Contracting Center
- ▶ “Preparing Your Proposals to Win More Contracts”
Mr. Robert Spitzbarth, Procurement Analyst, Acquisition Center, U.S. Army Tank-Automotive and Armaments Life Cycle Management Command
- ▶ “Future Combat Systems – Business Opportunities and Supplier Management”
Mr. Chris Van Gels, Senior Manager Supplier Diversity, Future Combat Systems, The Boeing Company
- ▶ “Small Business Innovative Research (SBIR) Opportunities”
Ms. Susan Nichols, Program Manager, SBIR, U.S. Army Research, Development and Engineering Command
- ▶ “Tips and Opportunities Available for Small Businesses”
Mr. Wallace Johnson, Deputy Director, Procurement Technical Assistance Program, George Mason University
- ▶ “What You Need to Know Before You Team/Partner”
Ms. January Dennison, President, Technology Research Consultants, Inc.

The Business Opportunities Fair is an important part of the conference. Representatives from the Army's major buying commands will be present to discuss future opportunities for small businesses in their respective commands. In addition, representatives from among the top 50 large business defense contractors will be here to discuss small business opportunities with their firms. Army personnel will be available to address individual contractors' questions and concerns.

CONFERENCE AGENDA:



U.S. ARMY MATERIEL COMMAND



11th Annual Small Business Conference
7-8 November 2007

AMC Small Business Program

Supporting the Warfighter

GEN Benjamin S. Griffin



"Need to be faster, more agile, less bureaucratic... Need to fight this every day"



MISSION

Provide superior technology, acquisition support and logistics to ensure dominant land force capability for Soldiers, the United States and our Allies.



“If a Soldier shoots it, drives it, flies it, wears it, or eats it, Army Materiel Command provides it.”



“Need to be faster, more agile, less bureaucratic... Need to fight this every day”



AMC Commanders and Deputies



Tank-automotive & Armaments Command LCMC

MG Mike Lenaers	Mr. Jack Dugan
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Civilian 13,089 | Military 94

Presence:

Locations – 149

States – 43

Countries – 55

Personnel: 53,181

Contractors: 38,000+

Total AMC in SWA – 57,279

Army Materiel Command

LTG William E. Mortensen	Ms. Kathryn A. Condon	CSM Jeffery J. Mellinger
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Civilian 1,168 | Military 84

Communications-Electronics LCMC

MG Dennis Via	Mr. Ed Thomas
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Civilian 7,192 | Military 85

Joint Munitions & Lethality LCMC

BG William Phillips	BG James Rogers
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Civilian 5,351 | Military 17

Research, Development & Engineering Command

MG Fred D. Robinson Jr.	Mr. David J. Shaffer
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Civilian 11,815 | Military 244

Army Sustainment Command

MG Robert Radin	Mr. Scott Welker
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Civilian 1,183 | Military 696

Aviation and Missile LCMC

MG James Myles	Dr. Richard W. Amos
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Civilian 8,623 | Military 107

Military Surface Deployment & Distribution Command

MG Kathleen Gainey	Ms. Patricia Young
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Civilian 1,726 | Military 169

Chemical Materials Agency LCMC*

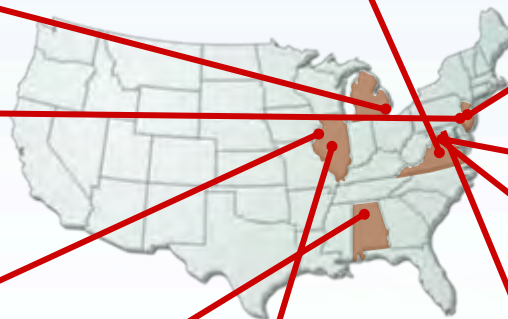
Mr. Dale A. Ormond (Acting)	Mr. Conrad Whyne
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Civilian 1,483 | Military 16

US Army Security Assistance Command

BG Michael J. Terry	Mr. Rick Alpaugh
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Civilian 560 | Military 49





Life Cycle Management Commands... Soldier Focused

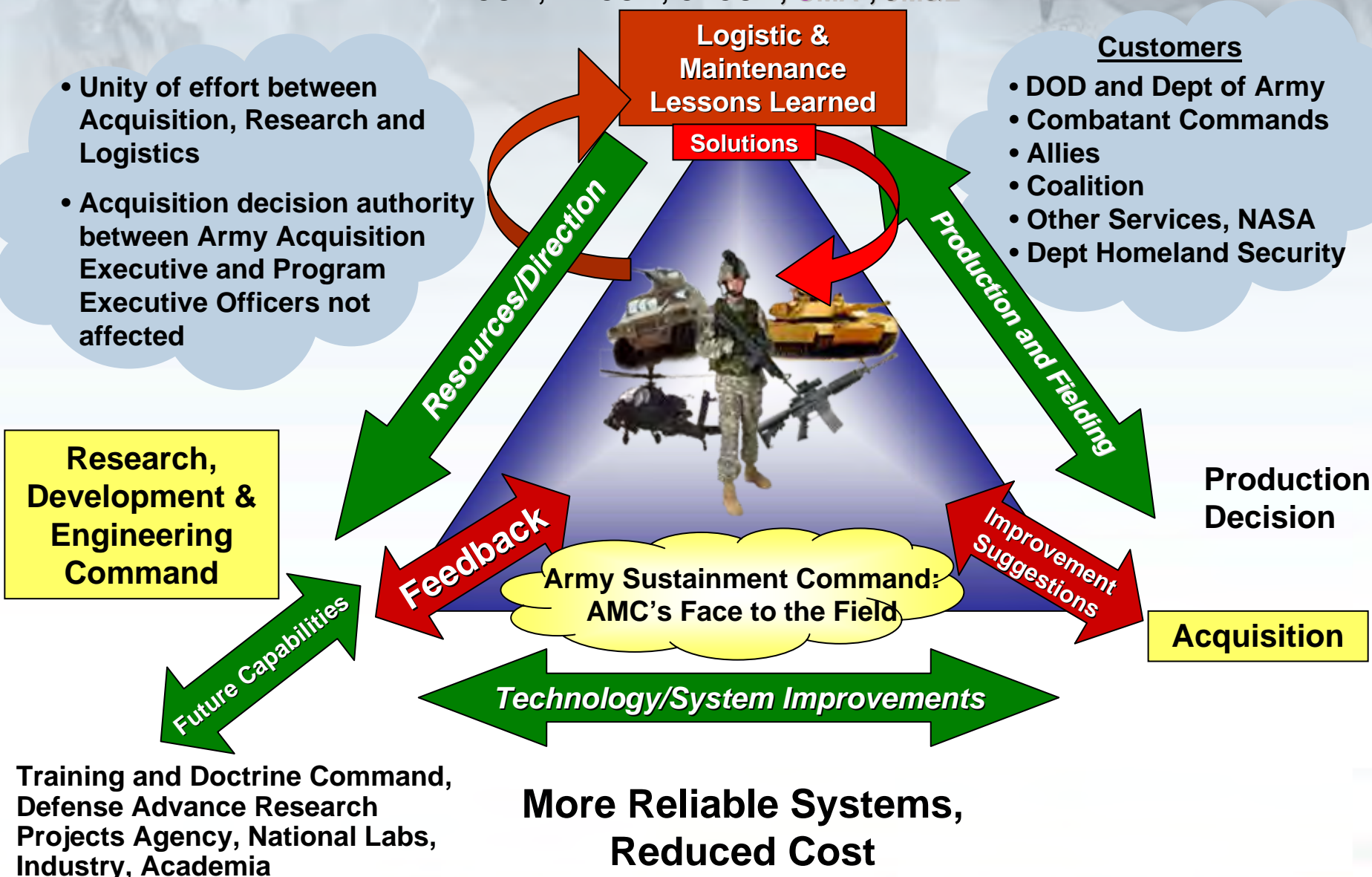


Depots, Arsenal, Ammunition Plants
TACOM, AMCOM, CECOM, **CMA***, JM&L

- Unity of effort between Acquisition, Research and Logistics
- Acquisition decision authority between Army Acquisition Executive and Program Executive Officers not affected

Customers

- DOD and Dept of Army
- Combatant Commands
- Allies
- Coalition
- Other Services, NASA
- Dept Homeland Security





"Providing Support to the Joint Warfighter"

Avenues of Change

As of 06 July 2007



Transforming Army Materiel Command from an organization that is
"Production-based, commodity-focused, and platform-centric" to one that is
"Service-based, capabilities-focused, and unit-centric" for Persistent Conflict

ORGANIZATIONAL CHANGE

- Life-Cycle Management Commands
- Army Field Support Brigades and Brigade Logistic Support Teams
- Base Realignment and Closure (BRAC)
- Surface Deployment and Distribution
- Army Watercraft
- Central Issue Facilities
- Contingency Contracting
- Installation Maintenance and Ammunition
- Security Assistance

End State

"Cradle-to-Grave
Capabilities Support"

CULTURE OF INNOVATION

- Safety
- Lean Six Sigma
- Reset Parts Management
- Outreach to Industry
- Partnerships
- Performance Based Logistics
- Rapid Review Teams
- Research & Development/Technology to the Warfighter
- Informing the Requirements Process
- Army Greatest Inventions
- Human Capital Strategy

End State

"Efficient Production
Processes"

COMPLEX SERVICES

- Support to ARFORGEN
- MRAP Fielding/Sustainment
- Soldier as a System
- Ammunition Enterprise
- Forward Repair Activities
- Unit-focused RESET
- Small Arms Repair
- Left-Behind & Theater Provided Equipment
- TRADOC Fleet Management
- LOGCAP IV Transition
- Industrial Capabilities Modernization
- Low Density Training Equipment
- Chemical Storage & Demil

End State

"Customer Focused
Solutions"

KNOWLEDGE MANAGEMENT

- Condition Based Maintenance
- Central Technical Support Facility (CTSF)
- Global Help Desk
- Logistic Automation Test Bed - Sierra Depot
- Sample Data Collection
- Factory-to-Foxhole Visibility
- Single Army Logistics Enterprise
- Lessons Learned
- Quantitative Metrics and Analysis

End State

"Data Driven Decisions"



AMC Small Business Program

Mission

Ensure that a fair portion of contract awards is placed with small business enterprises

Achieving **optimum** small business participation by seeking small business solutions first

AMC contracts for:

- Weapon systems and equipment
- R&D
- Spare parts
- Maintenance
- Other services (eg. IT, Engineering Support, Logistics, etc.)



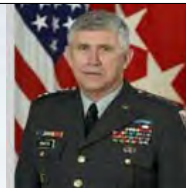



AMC Commanders & Small Business Representatives



TACOM

MG Mike Leneers	Ronald Fiorani (Acting)
	
Civilian 13,089 Military 94	

Army Materiel Command

★★★★	★★★	★	
GEN Benjamin S. Griffin	LTG William E. Mortensen (Deputy Commander)	Ms. Kathryn Condon	Ms. Nancy Small
			
Civilian 1,168 Military 84			



JM&L LCMC

BG James Rogers	Eric Bankit
	
Civilian 5,351 Military 17	



ASC

MG Robert Radin	Robert Matthys
	
Civilian 1,183 Military 696	

CE LCMC

MG Dennis L. Via	Marcia A. Easton
	
Civilian 7,192 Military 85	

AMCOM

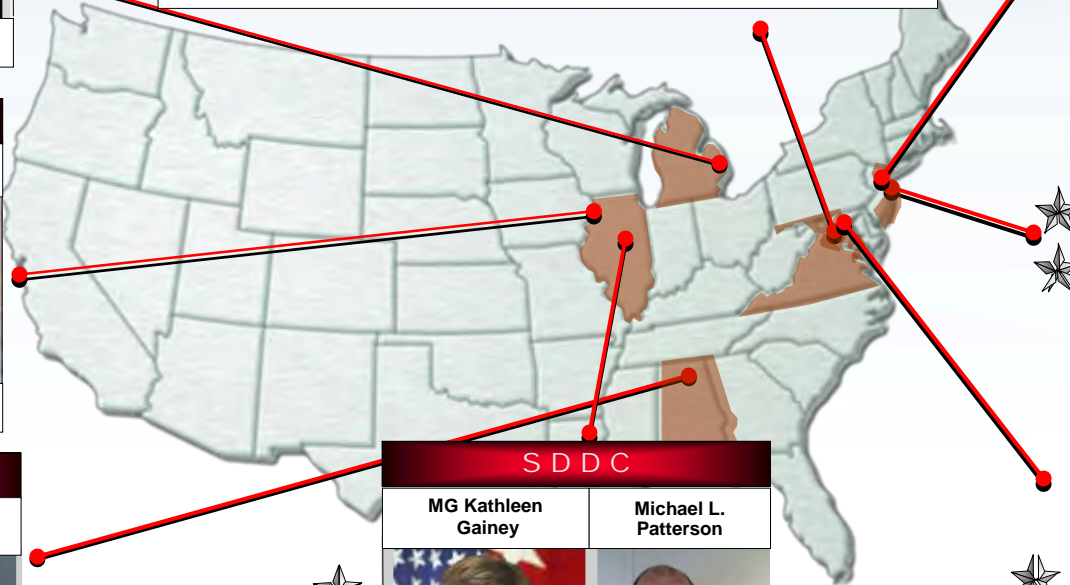
MG James Myles	David Seitz
	
Civilian 8,623 Military 107	

SDDC

MG Kathleen Gainey	Michael L. Patterson
	
Civilian 1,726 Military 169	

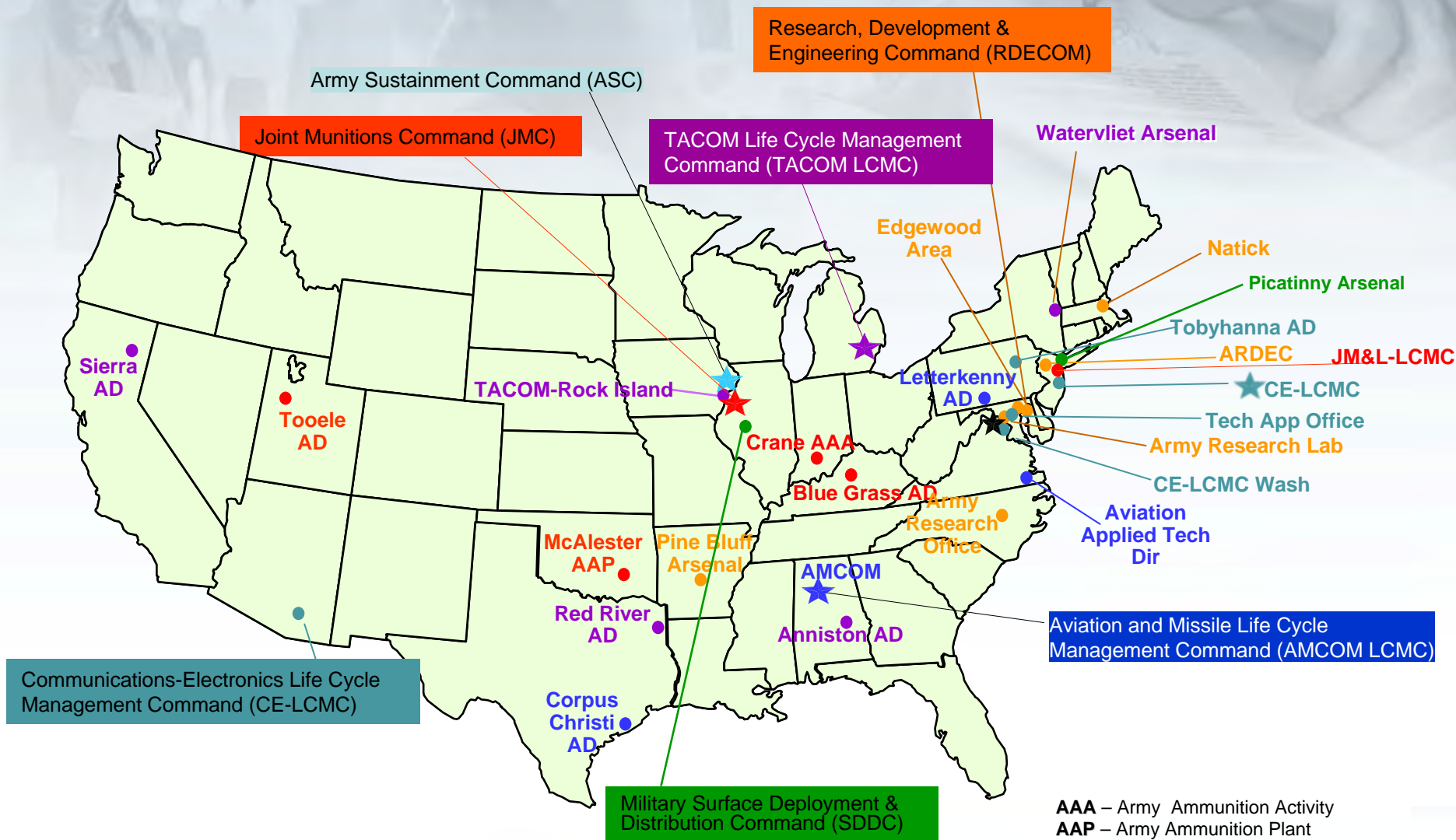
RDECOM

MG Fred D. Robinson	John O'Brien
	
Civilian 11,815 Military 244	





AMC Small Business Offices



AAA – Army Ammunition Activity
AAP – Army Ammunition Plant
AD – Army Depot
JMC – Joint Munitions & Lethality Command
LCMC – Life Cycle Management Command



Small Business is Big Business At AMC

Total Contracts \$ 56 Billion

Small Business \$ 8.1 Billion

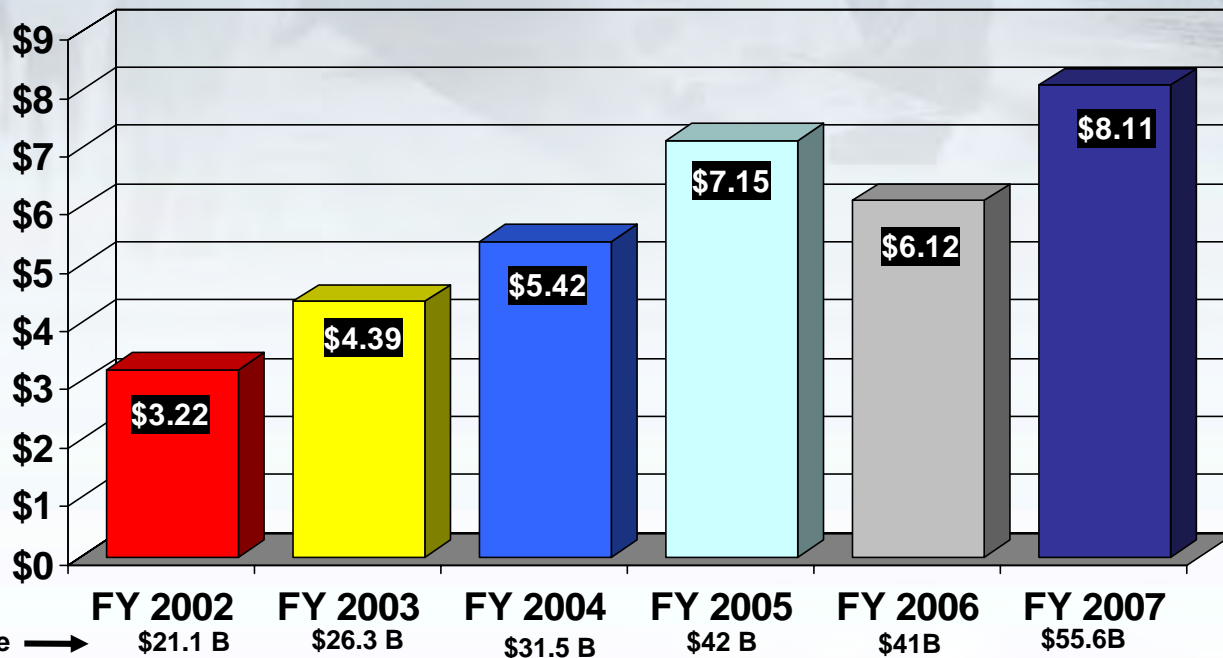
Total 2007 as of 29 Oct



AMC Small Business Program Performance



Small Business Obligations (billions)



AMC obligates approximately 61% of the Army's total U.S. business contract dollars!



FY 02-06 PRMIS; FY 07 FPDS-NG
Preliminary – as of 29 Oct 07



Small Business is...

Big Business in AMC!

- More than 27 Million American small businesses
- Highly Innovative – 13 more patents per employee than large firms
- Employ about half of all private sector employees
- Generate more than 50% of U.S. gross domestic product
- Principal source of new jobs in the U.S. economy (60-80% over past decade)

Smart Business!

Innovation

Responsiveness

Flexibility

Savings/Value



Small Business

A Critical Component of our Defense Industrial Base



Supporting America's Warfighters ... *in Army Transformation*

- Small Business Innovative Research

and on the battlefield today

- Unmanned systems, mine detectors
- Uniforms, body armor, ballistic blankets, munitions
- Air beam maintenance shelters and lightweight tactical tents
- Batteries, antennas, night vision components, hand-held signal devices



CAPABILITY, CAPABILITY, CAPABILITY!



2006 Army's Greatest Inventions

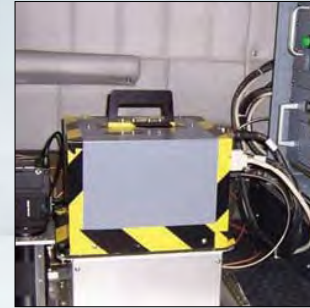
Culture of Innovation



**Blow Torch Counter
Improvised Explosive
Device System**



**M1114 HMMWV Interim
Fragment Kit 5**



BuckEye System



**Remote Urban
Monitoring System**



**OmniSense Unattended
Ground Sensors**



Constant Hawk



**Shaped Charge Assembly for
Remote Destruction of Buried IEDs**



**EM113A2 Rapid Entry
Vehicle**



**Integrated Robotic Explosive
Detection System**



**HMMWV Crew
Extraction D-ring**



Army Focus Areas

Potential Business Opportunities

- FCS technologies
- MRAP Vehicles
- Force Protection
- Weight/cube reductions
- Power management
- Advanced sensor development
- Thermal imaging & optics
- Miniaturization & nanotechnology
- Unmanned/autonomous systems/robotics
- Wireless network technologies
- IT Support
- Logistics & supply chain management



How You Can Help



- Provide effective responses to sources sought notices
- Ensure current information is reflected in the Central Contractor Registration (CCR)
- On time delivery on all contracts
- Feedback on how to work smarter together
- Small Business Innovation Research- Maintain situational awareness of current and emerging needs and respond
- Identify alternative technology solutions to those currently being pursued
- Continue to become more effective and efficient – Lean your processes



Large Business Participants



- **AAI Corporation**
- **Agility Defense & Government Service**
- **ATK**
- **Battelle**
- **BAE Systems**
- **Boeing**
- **Computer Sciences Corporation**
- **EDS**
- **FedEX**
- **General Dynamics**
- **Harris Corporation**
- **ITT**
- **Aerospace/Communications**
- **Kellogg Brown & Root (KBR)**
- **Kira, Inc.**
- **Lockheed Martin**
- **Northrop Grumman**
- **Oshkosh Truck Corporation**
- **SAIC**
- **VSA Corporation**



FOCUSED ON THE
WARFIGHTER



Strength through Industry & Technology



National Defense

Industrial Association

*America's leading Defense Industry
association promoting National Security*



STRENGTH THROUGH INDUSTRY & TECHNOLOGY

The Voice of the Industrial Base



Mission

- ✓ **ADVOCATE:** cutting-edge technology and superior weapons, equipment, training, and support for the War-Fighter and First Responder
- ✓ **PROMOTE:** a vigorous, responsive, Government-Industry National Security team
- ✓ **PROVIDE:** a forum for exchange of information between Industry and Government on National Security issues

"If I were inviting a colleague to join, I'd say the most compelling reason is the prestige of NDIA membership."

-- NDIA member

The Voice of the Industrial Base



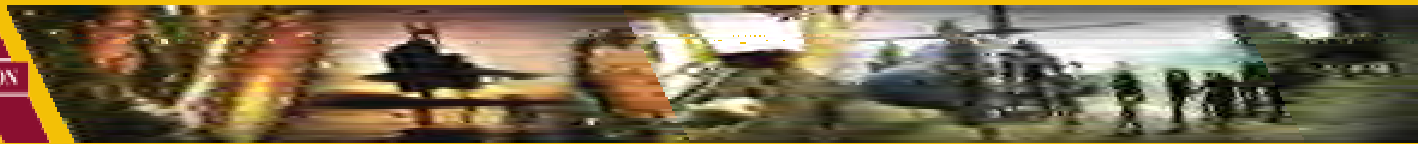
About Us....

- ✓ **Non-profit, educational association**
- ✓ **Represents industry, government and all military Services**
- ✓ **1,375 corporate members**
- ✓ **42,500 individual members – more than 12,500 government**
- ✓ **52 Chapters provide local participation / networking opportunities**
- ✓ **33 Divisions provide “area of interest” opportunities**

“NDIA is one of the professional organizations that I get the most use and benefit from.”

-- NDIA member

The Voice of the Industrial Base



Activities

- ✓ Symposia - @ 70-80 per year – Policy, Warfighting, Logistics, Technical, Systems Acquisition, International Cooperation, Small Business, Homeland Security, etc. focus areas
- ✓ Exhibitions - @ 30 per year – the latest technology and defense related capabilities on display
- ✓ Advocacy in Washington on broad industrial base issues
- ✓ News – timely views from the Pentagon, the Administration, Congress and Industry via *National DEFENSE* magazine
- ✓ Studies, reports, assessments, reviews for government entities

“NDIA is the best organization on the block. NDIA has been able to get outside the hardware aspects of DoD.” -- NDIA member

The Voice of the Industrial Base



Member Benefits

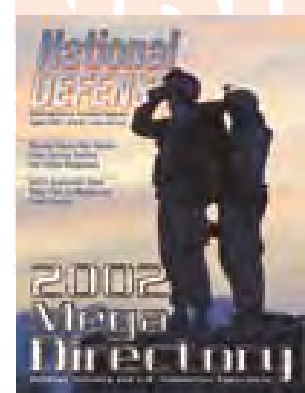
- ✓ The latest technical and policy information at symposia – with discounted registration fee
 - ✓ Monthly issues of *National DEFENSE* magazine
 - ✓ Annual Mega Directory – a handy reference of corporate capabilities and the defense acquisition community
 - ✓ Local and National networking through Chapters, Divisions, Symposia
 - ✓ An advocate in Washington to promote the need for a strong defense industrial base
- "Great source of information plus networking opportunities all wrapped up in a quality organization at great value!"* -- NDIA member

The Voice of the Industrial Base



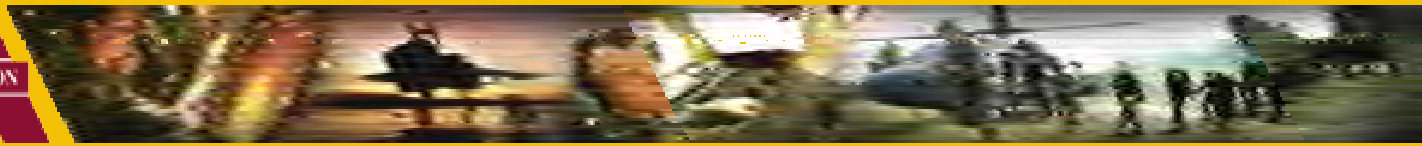
Publications

- ✓ ***National DEFENSE Magazine*** – monthly coverage of defense developments, trends, and issues
- ✓ **“Top Issues”** -- published annually to outline key focus areas for NDIA efforts
- ✓ **Mega Directory** -- published annually in August issue of *National DEFENSE* - provides key information and POC's for corporate member companies and the DoD Acquisition community.



“I skim or read articles (in National DEFENSE Magazine)... because when dealing with clients, I like to be even or have a leg up on the (defense) industry in general.” -- NDIA member

The Voice of the Industrial Base



Affiliates

Precision Strike Association (PSA)



National Training Systems Association (NTSA)



Women In Defense (WID)



Association For Enterprise Integration (AFEI)





Strength through Industry & Technology



National
Defense

Industrial
Association



STRENGTH THROUGH INDUSTRY & TECHNOLOGY

"Your Premier Defense Association!"

The Voice of the Industrial Base



Tips & Opportunities
Available for Small Business
11th Annual Small Business Conference
McLean, Virginia

George Mason University
Procurement Technical Assistance Program
November 8, 2007



Procurement Technical Assistance Program



PTAP

Increase contracting between small businesses, prime contractors, and government...

- Help small businesses obtain contracts with federal, state, and local governments
- Apply APTAC's member resources to improve business and economic climate in Local Communities

Defense Logistics Agency & APTAC



PTAP Background

PTAP

- Defense Logistics Agency SCAA
- Began mid 80's - PTAP early 90's
- Originally DoD oriented
- Mid 90's extended to other Federal
- Now includes State and Local
- One stop shop - pre and post award

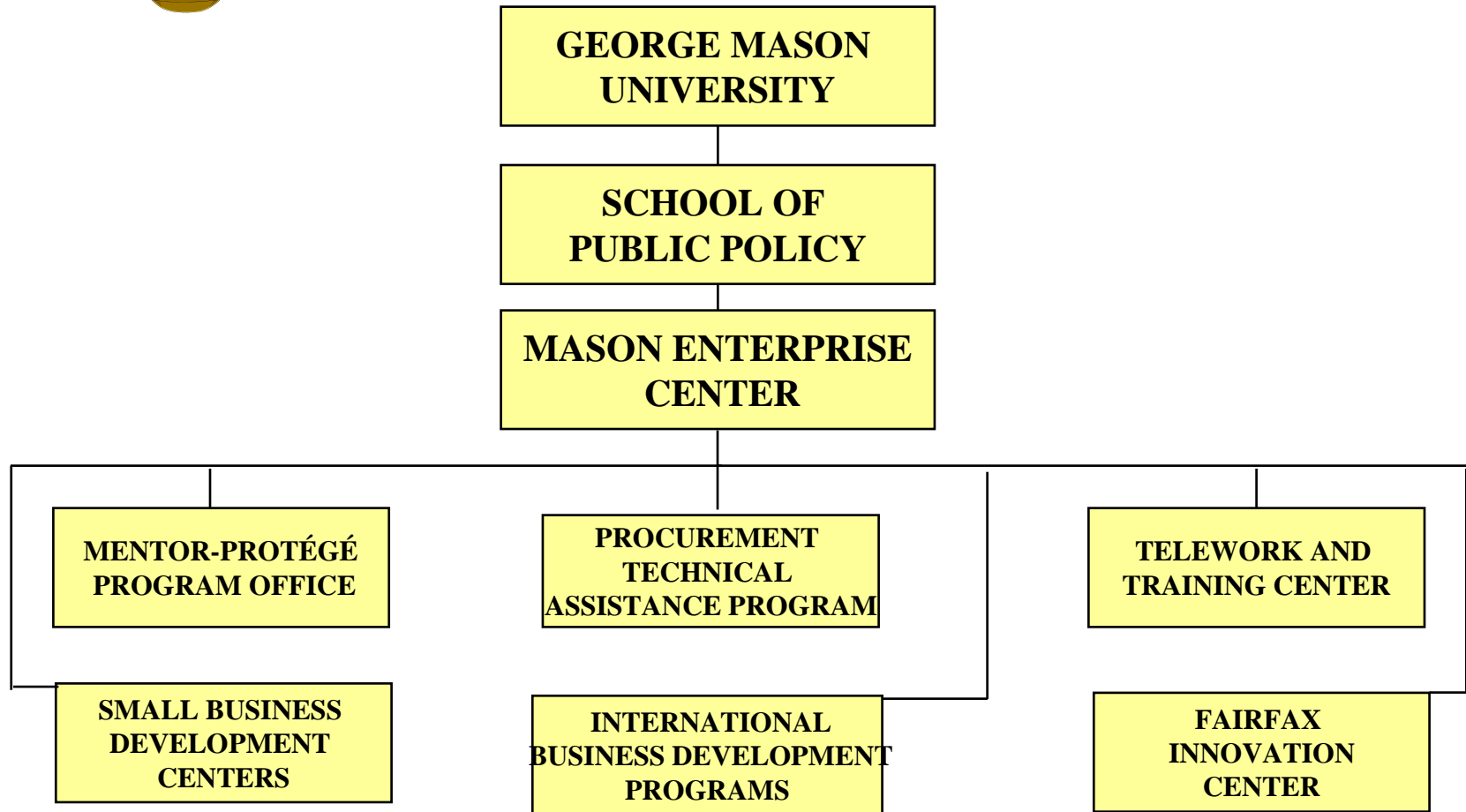


DoD Defense Logistics Agency Procurement Technical Assistance Centers (PTACs)

There are currently, 92 Cooperative Agreements – or PTACs operating nationwide: statewide (40), regional (46), and native american tribal (6) programs in over 250 local offices in 46 states and Puerto Rico.

Last year, PTAC clients were awarded contracts totaling \$13.328 billion, creating or retaining 417,425 jobs

THE MASON ENTERPRISE CENTER



Procurement Technical Assistance Program

<http://www.VAPTAP.org>



	VIRGINIA PROCUREMENT TECHNICAL ASSISTANCE PROGRAM			
WELCOME TO THE NEW VIRGINIA STATE-WIDE PTAP				
Our Mission	Our Services	VA PTAP Events Calendar	Find Your PTAC	Contact VA PTAP
<p>The Virginia statewide PTAP at George Mason University's School of Public Policy Mason Enterprise Center is a non-profit program funded by the Defense Logistics Agency, George Mason University and the Center for Innovative Technology.</p> <p>Co-located in the City of Fairfax, VA with the Northern Virginia Procurement Technical Assistance Center, the VA PTAP manages two additional satellite procurement centers in the Commonwealth. They are the Central Virginia PTAC at Charlottesville, and the Hampton Roads PTAC at Newport News.</p> <p>All centers provide services that help business do business with government at the Federal, State, and Local level.</p> 				
Virginia PTAP Satellite Offices			Other Regional PTAC's	
				
Central VA PTAC	Northern VA PTAC	Hampton VA PTAC	Some photos provided by the Virginia Tourism Corporation	

Commonwealth of Virginia PTAC's



- State-wide Program- George Mason University
 - Northern Virginia - City of Fairfax
 - Central Virginia - Charlottesville
 - Hampton Roads – Newport News
- Other Virginia Regional PTAC's
 - Southwest VA Comm. College – Richlands
 - Crater Procurement Assistance Center - Petersburg

Other PTAC's

<http://www.dla.mil/db/procurem.htm>

Bookmarks Location: <http://www.dla.mil/db/procurem.htm>

DEPARTMENT OF DEFENSE

Procurement Technical Assistance Centers



The Defense Logistics Agency, on behalf of the Secretary of Defense, administers the DoD Procurement Technical Assistance Program (PTAP). PTA Centers are a local resource available that can provide assistance to business firms in marketing products and services to the Federal, state and local governments.

CURRENT LISTING OF PROCUREMENT TECHNICAL ASSISTANCE CENTERS


ALABAMA	ALASKA	ARIZONA	ARKANSAS	CALIFORNIA
COLORADO	CONNECTICUT	DELAWARE	DISTRICT OF COLUMBIA	FLORIDA
GEORGIA	HAWAII	IDAHO	ILLINOIS	INDIANA

PTAC Services



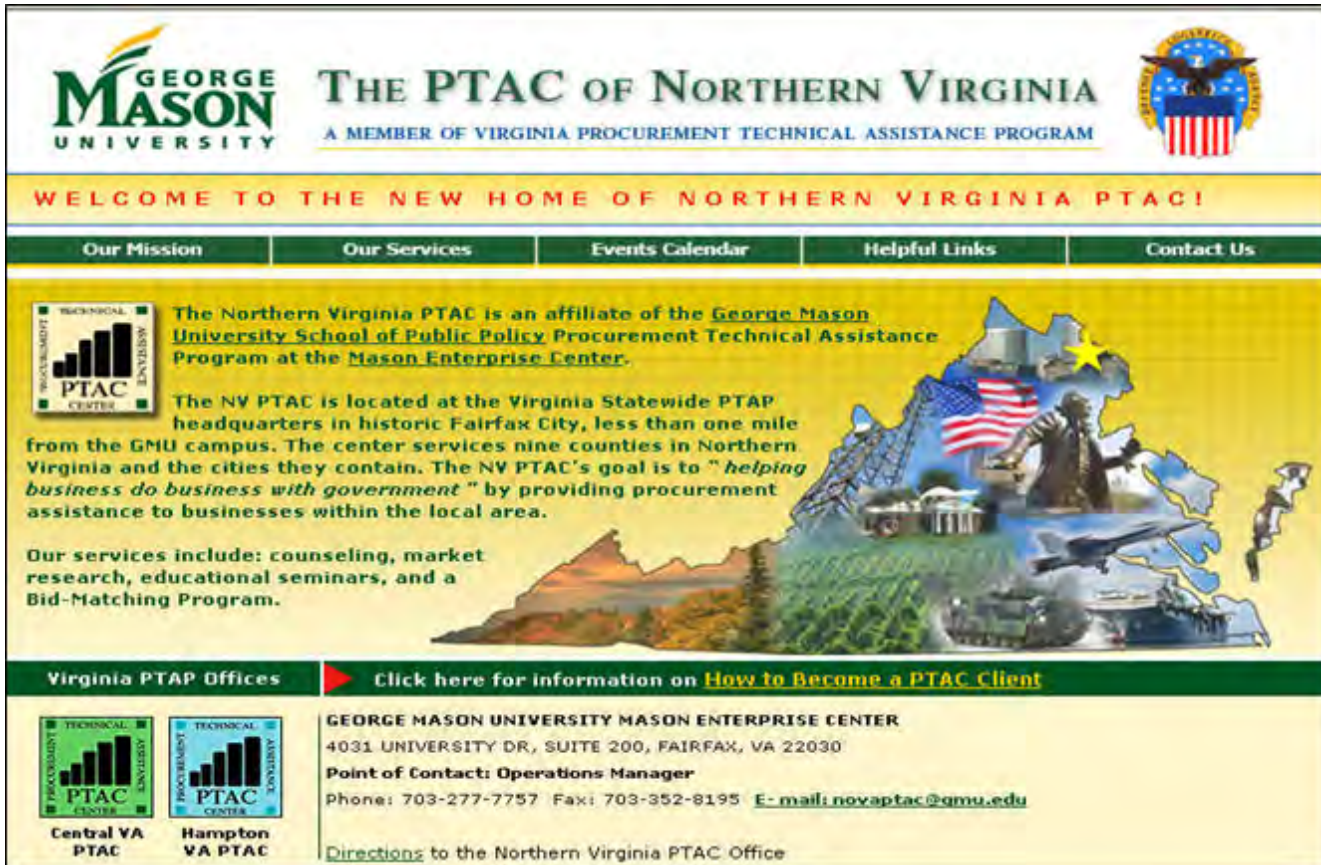

- Outreach
 - Seminars & Conferences (sponsor and participant)
 - Associations (networking and participation)
- Education
- Counseling

PTAC Services (Cont'd)

- 
- Marketing
 - Research
 - Strategic partnering
 - Mentor-Protégé
 - Teaming & Joint Venture Networking
 - Proposal Development Assistance
 - Bid Matching System
 - Reference Library

Northern Virginia PTAC Center

<http://www.novaptac.org>



The screenshot shows the homepage of the Northern Virginia PTAC Center. At the top, the George Mason University logo is on the left, and the text "THE PTAC OF NORTHERN VIRGINIA" is in the center, with "A MEMBER OF VIRGINIA PROCUREMENT TECHNICAL ASSISTANCE PROGRAM" below it. To the right is the Virginia State Seal. Below this is a red banner that reads "WELCOME TO THE NEW HOME OF NORTHERN VIRGINIA PTAC!". A green navigation bar contains links: "Our Mission", "Our Services", "Events Calendar", "Helpful Links", and "Contact Us". The main content area has a yellow background. On the left is a "PTAC CENTER" logo. The text describes the PTAC as an affiliate of the George Mason University School of Public Policy, located at the Mason Enterprise Center. It states the center serves nine counties in Northern Virginia and aims to "helping business do business with government". A list of services includes counseling, market research, educational seminars, and a Bid-Matching Program. To the right is a graphic of a mountain with an American flag, a statue, and a map of Virginia. Below the text is a green bar with "Virginia PTAP Offices" and a link to "How to Become a PTAC Client". The footer contains contact information for the George Mason University Mason Enterprise Center, including the address, phone, fax, and email, as well as a link to directions.

GEORGE MASON UNIVERSITY
THE PTAC OF NORTHERN VIRGINIA
A MEMBER OF VIRGINIA PROCUREMENT TECHNICAL ASSISTANCE PROGRAM

WELCOME TO THE NEW HOME OF NORTHERN VIRGINIA PTAC!

Our Mission | **Our Services** | **Events Calendar** | **Helpful Links** | **Contact Us**

PTAC CENTER

The Northern Virginia PTAC is an affiliate of the George Mason University School of Public Policy Procurement Technical Assistance Program at the Mason Enterprise Center.

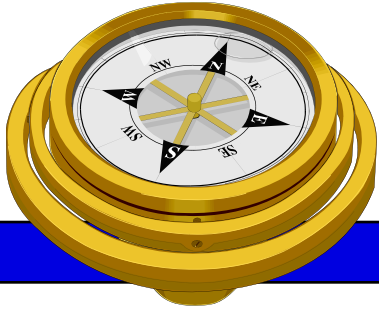
The NV PTAC is located at the Virginia Statewide PTAP headquarters in historic Fairfax City, less than one mile from the GMU campus. The center services nine counties in Northern Virginia and the cities they contain. The NV PTAC's goal is to "helping business do business with government" by providing procurement assistance to businesses within the local area.

Our services include: counseling, market research, educational seminars, and a Bid-Matching Program.

Virginia PTAP Offices | [Click here for information on How to Become a PTAC Client](#)

GEORGE MASON UNIVERSITY MASON ENTERPRISE CENTER
4031 UNIVERSITY DR, SUITE 200, FAIRFAX, VA 22030
Point of Contact: Operations Manager
Phone: 703-277-7757 Fax: 703-352-8195 E-mail: novaptac@gmu.edu
[Directions](#) to the Northern Virginia PTAC Office

Central VA PTAC | **Hampton VA PTAC**

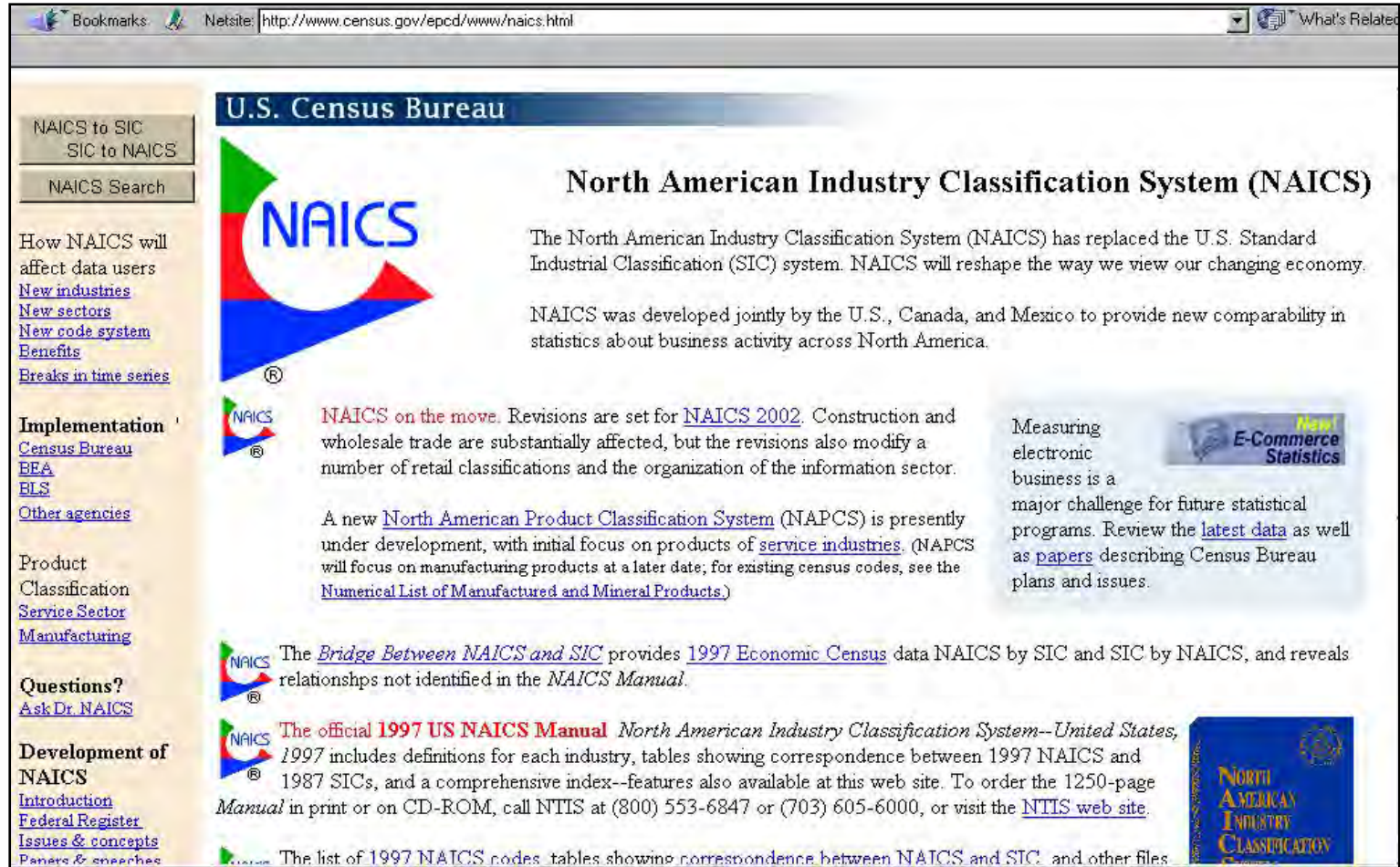


How To Get Started?

- ✓ Identify your product or service (*NAICS/FSC*)
- ❑ Register
- ❑ Determine who buys your goods or services
- ❑ Familiarize yourself with government contracting procedures.
- ❑ Seek additional assistance as needed.
- ❑ Explore subcontracting/teaming opportunities
- ❑ ***Focus*** and Market your firm

North American Industry Classification System

<http://www.census.gov/epcd/www/naics.html>



Federal Supply Classification

<http://fpdcapp.gsa.gov/pls/fpdsweb/PscWiz>

Address <http://fpdcapp.gsa.gov/pls/fpdsweb/PscWiz>

FPDS PSC Wizard - Step 1

The PSC Wizard will help you pick the correct Product or Service Code.

PSC's are categorizations of the kinds of "things" that the U.S. Government Buys. They consist of Federal Supply Classification codes developed to categorize tangible products and service codes developed specifically for use in the Federal Procurement Data System.

Research and Development codes cover all aspects of research, development, and evaluation (including management and support).

Services include all other non-tangible services AND purchase or lease of buildings.

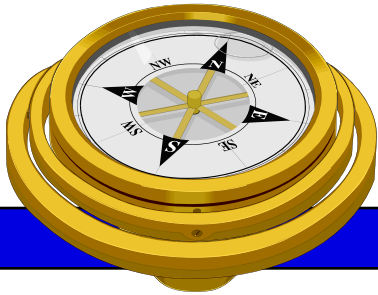
Choose One Major Category

- ☐ Research and Development
- ☐ Services (other than R and D)
- ☐ Products

Option: Enter one word or phrase to search for:
 (up to 20 characters)

[Return to the FPDC home page](#)

PSC Wizard Version 0.5, March 17, 2000



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Central Contractor Registration

<http://www.ccr.gov/>

The screenshot shows the CCR website homepage with a red and green color scheme. At the top, the CCR logo is displayed next to the text "Central Contractor Registration". A status bar indicates "There are 424418 active vendors". A navigation menu includes links for "Vendor Corner", "Government Agency", "Small Business", "CCR Handbook", "Access CCR Data", and "Help".

Left Sidebar:

- Start New Registration
- Finish Saved Registration Using Confirmation #
- Update or Renew Registrations Using TPIN
- Search CCR
 - Find my DUNS
 - Find my CAGE
- Federal Agency Registration
- Dynamic Small Business Search

Main Content Area:

NOTICE:
CCR using D&B data for Registrant identification in CCR. . . [Read more](#)

Warning of New Fraudulent Department of Transportation Letter
A new version of the Department of Transportation (DoT) letter that requests a CCR Registrant to fax their TPIN to a given number is again circulating. Please see the [CCR/DoT Security Note](#) for more information.

CCR Release Notes are now available on-line for the recently implemented CCR modifications. . . [Read more](#)

IMPORTANT ANNOUNCEMENT From the Federal Government Regarding Validation of Taxpayer Identification Number (TIN) in CCR
On October 30, 2005, the Central Contractor Registration (CCR) began validating the Taxpayer Identification Number and Taxpayer Name of each new and updating CCR registrant with the Internal Revenue Service (IRS)

Right Side Widgets:

- CCR Daily**: A small thumbnail image of a newspaper.
- Upcoming Events**: A calendar grid showing dates from 1 to 31.
- Integrated Acquisition Environment**: A graphic with a blue star and the text "Integrated Acquisition Environment".
- E-GOV**: A logo featuring a red star and the text "E-GOV".

Dynamic Small Business Search

http://dsbs.sba.gov/dsbs/dsp_dsbs.cfm

Dynamic Small Business Search

Most hotlinks on this page will open a new browser window.
(This [Return to CCR Home Page](#) hotlink does not.)

This is generally a self-certifying database. The SBA does not make any representation as to the accuracy of any of the data included, other than certifications relating to 8(a) Business Development, HUBZone or Small Disadvantaged Business status. The SBA strongly recommends that contracting officers diligently review a bidder's small business self-certification before awarding a contract.

[Privacy Statement](#)

[Help](#)

State(s):

[\(How to make multiple selections.\)](#)

(any state)

AL - Alabama

AK - Alaska

AA - American Atlantic (APO/FPO)

AE - American Europe (APO/FPO)

AP - American Pacific (APO/FPO)

AS - American Samoa

AZ - Arizona

AR - Arkansas

CA - California

Congressional District:

(Requires exactly one state from the list at left.)

2-digit numeric (leading 0 if 1 digit),
or AL for At Large

County Code:

(Requires exactly one state from the list at left.)

3-digit numeric (leading zeroes if 1 or 2 digits)

Area Code or Phone Number Initial Fragment, (1 to 12 characters, 999-999-9999 format)

George Mason University
Procurement Technical Assistance Program

21

On-line Reps and Certs Application – ORCA - <http://www.bpn.gov/>

Go Directly To:
Central Contractor Registration (CCR)
Federal Agency Registration
Online Representations and Certifications Application (ORCA)
— Vendor
— Public
Past Performance Information Retrieval System (PPIRS)
Excluded Parties Listing System
EEO Pre-Award Clearance

The Business Partner Network is the single source for vendor data for the Federal Government.

The BPN is a search mechanism that provides unprecedented views into several key data bases across Federal Agencies.

Important Information about your Average Number of Employees & Average Annual Receipts in your CCR Registration.

The one-year average number of employees for your entire firm includes those of all affiliates worldwide, and is its average number of persons employed for each pay period over the concern's latest 12 months. Any person on the payroll must be included as one employee regardless of hours worked or temporary status. The number of employees of a concern in business under 12 months is based on the average for each pay period it has been in business. For more information see:
<http://www.sba.gov/size/part121sects.html>

The three-year average annual receipts (AAR) means "total income" or "gross income" plus "cost of goods sold" as reported to the IRS tax returns and includes those of all affiliates worldwide. The AARs are calculated based on your firm's last three completed fiscal years. Travel,

egov
By Government. By Terms.

Upcoming Events

1	2	3	4	5	6
7	8	9	10	11	12
13	14	15	16	17	18
19	20	21	22	23	24
25	26	27	28	29	30
31					

FIRSTGOV
Your First Click to the U.S. Government



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FedBizOpps

<http://www.fedbizopps.gov/>



Federal Procurement Data System*

<http://www.fpds.gov>

The screenshot shows the FPDS Next Generation website interface. At the top, there is a blue header bar with the FPDS logo on the left and the GSA eGov logo on the right. Below the header, the main content area is divided into six sections arranged in a 2x3 grid. The top row contains 'Log In', 'General Info', and 'Reports'. The bottom row contains 'Registration', 'Important Links', and 'CBT Computer Based Training'. Each section has a specific icon and title. The 'Log In' section includes fields for 'Log-In' and 'Password', a 'Login Image' button, and a 'Log In' button. The 'General Info' section provides a welcome message and instructions for new and existing users. The 'Reports' section lists available reports for download. The 'Registration' section provides links for new users to register and for help. The 'Important Links' section lists various resources and systems. The 'CBT' section provides information about computer-based training and how to download the necessary plugin.

Log In	General Info	Reports
<p>Log-In: <input type="text"/></p> <p>Password: <input type="password"/></p> <p><input type="button" value="Login Image"/></p> <p><input type="button" value="Log In"/></p> <p>Forgot Your Password?</p>	<p>Welcome to the new Federal Procurement Data System (FPDS).</p> <p>If you have not already registered, please do so by clicking the link in the Registration section. If you are a registered FPDS user, login using the fields provided in the Login section.</p> <p>About FPDS-NG</p>	<p>The following FPDS reports are available now for download:</p> <p>Federal Procurement Report FY2002</p> <p>Federal Procurement Report FY2001</p> <p>Federal Procurement Report FY2000</p>
Registration	Important Links	CBT Computer Based Training
<p>Not Registered? Register</p> <p>Who Should Register?</p> <p>Contact Help Desk</p> <p>Security and Privacy</p>	<p>Are you at the right site?</p> <p>Report FY2003 Transaction</p> <p>Find Current Business Opportunities</p> <p>Small Business Services</p> <p>Business Partner Network</p> <p>Register as a Potential Contractor</p> <p>Past Performance Information Retrieval System</p> <p>Federal Technical Data System</p> <p>Official website for eGov Initiatives</p> <p>FPDS-NG Project Site</p>	<p>Award CBT</p> <p>IDV CBT</p> <p>To view CBTs, if necessary, the correct plugin will be downloaded. If the plugin does not automatically download, click here to install the plugin.</p> <p>If you do not wish to use the plugin or are unable to download it, click here to use the FPDS Help File.</p>

* *Use Internet Explorer or Netscape 7.0*

Federal Acquisition Jumpstation

<http://prod.nais.nasa.gov/pub/fedproc/home.html>



Bookmarks Netsite: <http://nais.nasa.gov/fedproc/home.html> What's Relate

Federal Acquisition Jumpstation

Your link to federal acquisitions on the Internet

Welcome

Departments of the Executive Branch:
[Agriculture](#) / [Commerce](#) / [Defense](#) / [DLA](#) / [Air Force](#) / [Army](#) / [Navy](#) / [Education](#) / [Energy](#) / [Health & Human Services](#) / [HUD](#) / [Interior](#) / [Justice](#) / [Labor](#) / [State](#) / [Transportation](#) / [Treasury](#) / [VA](#)

Independent Agencies of the Executive Branch:
[Consumer Product Safety Commission](#) / [GPO](#) / [EPA](#) / [FCC](#) / [GSA](#) / [NASA](#) / [National Coordination Office for High Performance Computing & Communications](#) / [National Science Foundation](#) / [NTSE](#) / [NRC](#) / [Social Security Administration](#) / [U.S. Agency for International Development \(USAID\)](#) / [U.S. Postal Service](#)

Other Acquisition Information:
[Commerce Business Daily \(CBD\)](#) / [Procurement Assistance](#)

Procurement and Acquisition Sites by Contracting Activity

Departments of the Executive Branch:

 **Department of Agriculture**

- [USDA Procurement](#)
- [USDA Points of Contact and Business Opportunities Information](#)
- [Agricultural Research Service](#)
- [Farm Service Agency](#)
- [Rural Business-Cooperative Service](#)

 **Department of Commerce**

- [Commerce Acquisition Community](#)
- [Office of Small and Disadvantaged Business Utilization \(OSDBU\)](#)

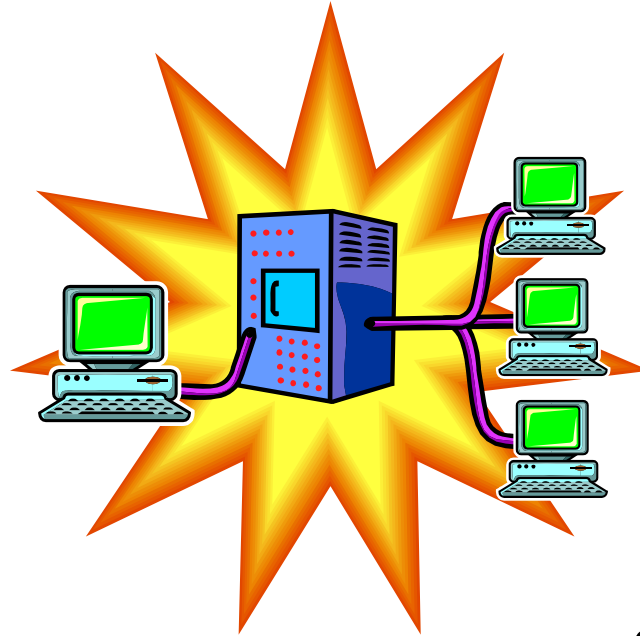


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Federal Purchase Thresholds

- Greater than \$100,000
- Simplified Acquisition Threshold \$100,000
- Small Purchase Threshold < \$25,000



- Micro-purchase < \$2500



Federal Acquisition Regulations

Acquisition Central acquisition.gov

Federal Acquisition Regulation (FAR)

FAR Reissue 2005 - PDF VOL 1
(For Printing Purposes Only)

FAR Reissue 2005 - PDF VOL 2
(For Printing Purposes Only)

All PDF Files Require [Adobe Acrobat 7.0](#)

Current FAR

Includes Amendments from FAC 2005-13
Effective on September 28, 2006

- HTML Format
- PDF Format
- FrameMaker - Zipped
- FAR Matrix - HTML
- FAR Matrix - PDF
- FAR Index - PDF
- Appendix

FAR Documents

FAR Reference

- FAR (Archived) - HTML
- FAR (Archived) - PDF
- GSA Forms Library
- FAR - Zipped
- Search the FAR

Other Information

- Subscribe to Acquisition News
- Frequently Asked Questions
- Authority of the FAR
- FAR Drafting Guide

Some Important FAR Parts

- 
- **-Part 12 – Acquisition of Commercial Items**
 - **-Part 13 – Simplified Acquisition Procedures**
 - **-Part 14 – Sealed Bidding**
 - **-Part 15 – Contracting by Negotiation**
 - **-Part 16 – Types of Contracts**
 - **-Part 19 – Small Business Programs**

Acquisition Central

<http://www.arnet.gov/>

The screenshot shows the Acquisition Central website. At the top, there's a dark blue header with the text "ACQUISITION CENTRAL" in white. To the right of the header is a search bar with a "Search" button. Below the header, there's a navigation bar with links: "About IAE | Acquisition Systems | News Room | Events | For Buyers | For Sellers | For Citizens | Acquisition Workforce | AcqNet". The main content area is divided into three columns. The left column is titled "Acquisition Systems" and lists various systems: Central Contractor Registration (CCR), Excluded Parties List System (EPLS), Electronic Subcontracting Reporting System (eSRS), Federal Business Opportunities (FBO), Federal Agency Registration (FedReg), Federal Technical Data Solutions (FedTeDS), Federal Procurement Data System-Next Generation (FPDS-NG), Financial Management Service (FMS) Treasury Offset Program (TOP), JWOD, and Online Representations and. The middle column is titled "ACQUISITION CENTRAL" and features a box for "Emergency Contracting Information" with links to Hurricane Contracting Information Center (HCIC), Hurricane Recovery, GSA Emergency Response, and Emergency Response and Recovery Contracting Community. Below this box is a welcome message and a paragraph about the website's purpose. The right column is a vertical list of links: Federal Acquisition Regulation (FAR), Acquisition Advisory Panel (SARA Panel), Acquisition Center of Excellence (ACE) for Services, Agency Supplemental Regs, Civilian Agency Acquisition Council (CAAC), Code of Federal Regulations, Federal Register, General Services Acquisition Manual (GSAM), DA Ustad Award, and Office of Federal Acquisition Regulation.

ACQUISITION CENTRAL

Integrated Acquisition Environment

Search

Advanced Search

About IAE | Acquisition Systems | News Room | Events | For Buyers | For Sellers | For Citizens | Acquisition Workforce | AcqNet

ACQUISITION CENTRAL

Emergency Contracting Information

- Hurricane Contracting Information Center (HCIC)
- Hurricane Recovery
- GSA Emergency Response
- Emergency Response and Recovery Contracting Community

Welcome to ACQUISITION CENTRAL, the web site for the federal acquisition community and the government's business partners. From this site you can access shared systems and tools to help you conduct business efficiently.

ACQUISITION CENTRAL is hosted by IAE (Integrated Acquisition Environment), the E-Gov Initiative that is streamlining the federal acquisition process. Acquisition Central is here to help every member of the acquisition community by providing one website for all things acquisition. From here you can learn about regulations, systems, resources, opportunities, and training.

This website designed to create an easily navigable resource to share the efforts of IAE as it works to achieve its vision of more efficient and transparent practices through better use of information, people, processes and technology. Users are encouraged to contact us to let us know if you have found the website useful or to offer comments on how utility can be improved.

Best viewed with a screen resolution of 1152x864 or greater, using Internet Explorer version 5.5 or higher.

Acquisition Systems

- Central Contractor Registration (CCR)
- Excluded Parties List System (EPLS)
- Electronic Subcontracting Reporting System (eSRS)
- Federal Business Opportunities (FBO)
- Federal Agency Registration (FedReg)
- Federal Technical Data Solutions (FedTeDS)
- Federal Procurement Data System-Next Generation (FPDS-NG)
- Financial Management Service (FMS) Treasury Offset Program (TOP)
- JWOD
- Online Representations and

- Federal Acquisition Regulation (FAR)
- Acquisition Advisory Panel (SARA Panel)
- Acquisition Center of Excellence (ACE) for Services
- Agency Supplemental Regs
- Civilian Agency Acquisition Council (CAAC)
- Code of Federal Regulations
- Federal Register
- General Services Acquisition Manual (GSAM)
- DA Ustad Award
- Office of Federal Acquisition Regulation

Acquisition Knowledge Sharing System

<http://akss.dau.mil/>

The screenshot displays the AT&L Knowledge Sharing System website. The header features the system name and the Defense Acquisition University logo. A navigation bar includes links for Home, DAU, Contact, FAQ, Site Map, Help, and Advanced Search. A left sidebar lists various resources like DAU Homepage, Training Courses, and Policy Documents. The main content area is titled 'AKSS Today!' and contains two articles: one about a \$2500 award for performance-based service acquisition and another about the Secretary of the Air Force's vision of transformation. A right sidebar includes a 'New JCIDS/DoD 5000/PBBE Policy is Available' notice, a 'Speak C' section, and a 'Reader's Choice' list of links. At the bottom, there is a 'Suggested Reading' section with links to defense workforce improvement and an army helicopter program.

AT&L Knowledge Sharing System
Your one stop source for AT&L information

Defense Acquisition University

Home | DAU | Contact | FAQ | Site Map | Help | Advanced Search

DAU Homepage
Training Courses
Continuous Learning
Knowledge Sharing
Performance Support

AKSS Today!
DAU Catalog
Course Schedule
Apply for a Course
Virtual Campus

AKSS Menu
Policy Documents
DoD 5000 Series
FAR, DFARS, & Others
Community Areas (CoPs)
Reader's Choice
Glossaries & Acronyms
Education & Training
Software Tools
DAU Video Library
AT&L Web Sites
News & Publications
Ask a Professor
Forms
Acquisition Events
Guidebooks & Handbooks
Ethics

Wanted: Best Example of a Performance-based Contract Reward: \$2500 Award to Federal Government Employee Who Wins! The General Services Administration (GSA) and the Performance Institute (PI) will honor an individual or contracting team that has displayed outstanding achievement in performance-based service acquisition at this June's Federal Acquisition Conference (www.acqnet.gov) in Washington, DC. The 2004 "Excellence in Performance-Based Service Acquisition" program will award \$2500 to the winner in this federal, government-wide competition. A blue-ribbon committee has been formed to review any contracts submitted as part of this awards program. For more information on how to nominate yourself, or someone from your acquisition team, and for a full list of rules and criteria please visit www.excellenceinacquisition.org. The deadline for submission is March 19, 2004.

Newsletter from the Secretary of the Air Force: The events of the past year offered an opportunity to demonstrate the contributions of the world's finest air and space force to the joint and coalition effort to defend our nation and friends. As we adapt to a new era, we will continue to leverage those capabilities that deliver military advantages. To date, we've made great progress in applying this approach to several focus areas, which General Jumper and I refer to as "Phase One" of an Air Force-wide effort to realize Secretary Rumsfeld's vision of transformation. [\(more\)](#)

2004 BUSINESS MANAGERS' CONFERENCE - Members of the Business, Cost Estimating, Financial Management (BCEFM) workforce and OSD Comptroller and DoD Financial Management community are invited to attend the 2004 Business Manager's

New JCIDS/DoD 5000/PBBE Policy is Available
[click here](#)

Speak C
We'd like hear from
[click here](#)

Reader's Choice

- [CJCS Instructions 3170.01C](#)
- [CJCS Manual 3170.01](#)
- [DoDD 5000.1](#)
- [DoDI 5000.2](#)
- [FMS Manual](#)
- [DCMA One Book](#)
- [DCAA Manual](#)
- [FAR](#)
- [DFARS](#)
- [Other FAR Supps](#)
- [DoD 7000.14-R](#)
- [EI Toolkit](#)

Suggested Reading

- [Defense Acquisition Workforce Improvement \(DAWIA\) Title 10, U.S. Code, Chapter 87 Def Acquisition Workforce as amended Nov. 24, by P.L. 108 136](#)
- [Army cancels Comanche helicopter program](#)

DOD OSBP

<http://www.acq.osd.mil/osbp/>

Department of Defense
Office of Small Business Programs

DOD OSBP HOME
SEARCH
DOING BUSINESS WITH DOD
OVERVIEW OF PROGRAMS
CONFERENCES
POLICIES
STATISTICS
FAQs
LINKS
CONTACT US
★
OSBP EXTRANET (.MIL ACCESS ONLY)

Welcome

Quick Links:	Our Mission
Hot Topics	Advise the Secretary of Defense on all matters related to small business.
Programs	Represent the Secretary of Defense on major small business matters addressed at the OSD level.
News	Develop DoD-wide small business policy and provide oversight to ensure compliance by all military departments and defense agencies.
Resources	Provide Military Departments, Defense Agencies, and Procurement Technical Assistance Centers (PTACs) with training and tools to foster an environment that encourages small business participation in defense acquisition.

Hot Topics:

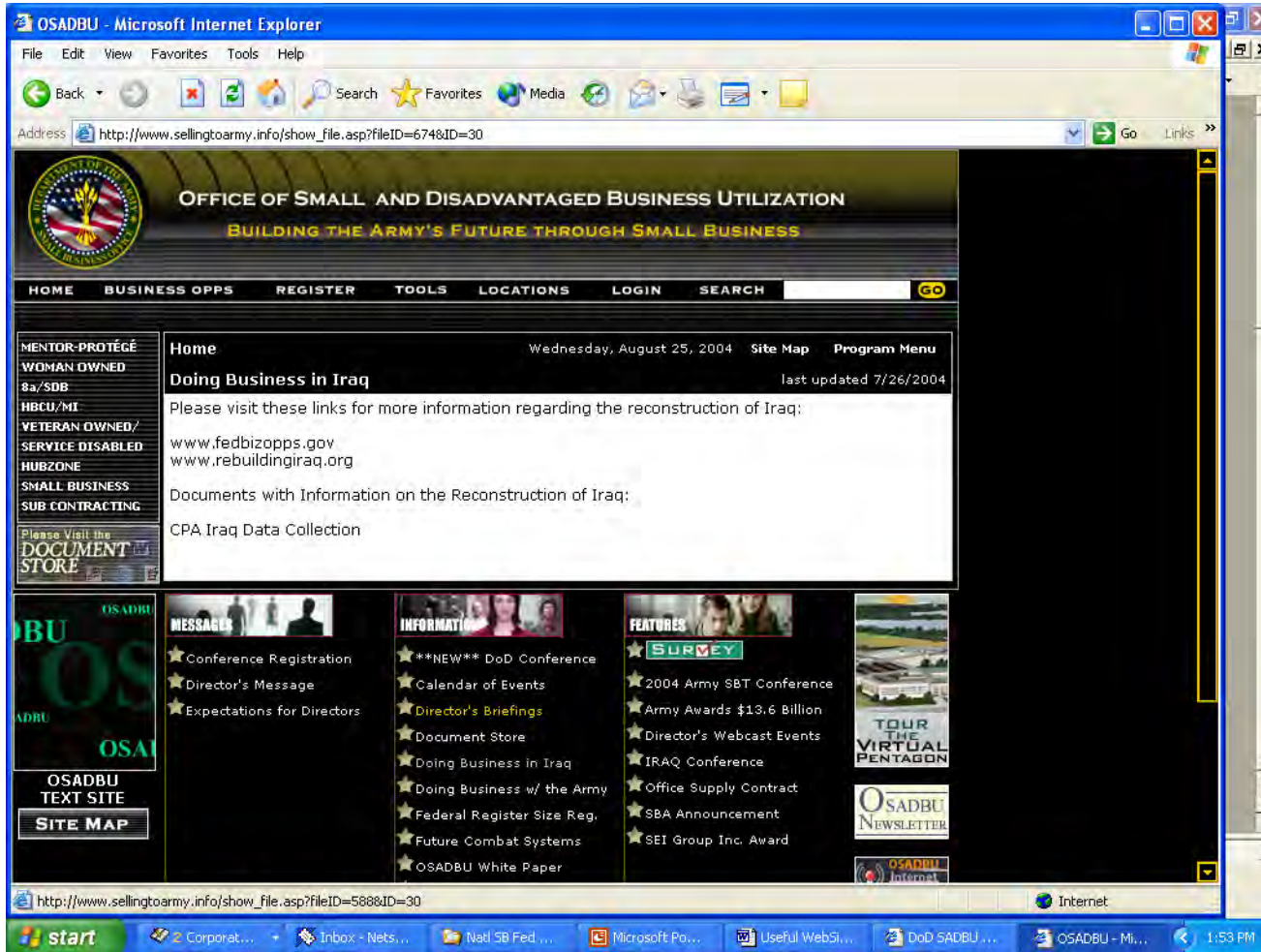
Veterans Doing Business
with the Department of Defense

2006 Veterans and Service-Disabled Veterans Small Business Conference

Don't miss the 2006 Veterans and Service-Disabled Veterans Small Business Conference in Dallas, Texas, December 4-7, 2006.

Army SADBUs

<http://www.sellingtoarmy.info>



Defense Logistics Agency

www.dla.mil



DoD Procurement Gateway

<https://progate.daps.dla.mil/home/>

Address <https://progate.daps.dla.mil/home/>

Welcome

- Introduction
- Contact Us

Search

- RFQs
- RFPs
- Awards

Related Data

- Specs/Std
- Quotes

Other

- User Profile
- SB Notices
- Comments
- Home

Collection Download

- Related Links
- Help

**DEPARTMENT OF DEFENSE
PROCUREMENT
GATEWAY**

**REQUESTS FOR QUOTATIONS
& CONTRACT AWARDS**

Announcement: *** September 14, 2006 - ATTENTION DSCP (C&E) ABIWeb Users:** The DSCP (C&E) ABIWeb was retired on August 1, 2006. You can retrieve the drawings for DSCP(C&E) Solicitations (those beginning with "SP05") during *open solicitation only* by contacting DSCP-ILTB at 215-737-7140 or 215-737-7154, or by sending email to dscpdrawings@dlamail.

Drawings for BSM Solicitations (those starting with "SPM" or "SPE") are/will be available at <https://dbi.dsccl.dla.mil/>

******* August 18, 2006 - ATTENTION ALL DLA SUPPLIERS:** New DOD requirements for wood packaging material (WPM) have been developed in response to international implementation of the United Nations Food and Agriculture Organization protocol on International Standards for Phytosanitary Measures (ISPM) 15. ISPM 15 is designed to block movement of pests that can destroy forests from one nation to another. DOD shipments inside and outside of the United States must meet ISPM 15 whenever WPM is used to ship DOD cargo. (For more information, see the American Lumber Standard Committee, Incorporated Web page at <http://www.alsc.org>.) The new WPM requirements will be reflected in DLA solicitations and awards issued on or after August 1, 2006. WPM is defined in the clause at DLAD 52.247-9012, Requirements for Treatment of Wood Packaging Material. (Note that DOD does not endorse the Methyl Bromide Fumigation Program. Only heat treatment or kiln dried heat treatment of WPM are authorized.) After August 1, 2006, contractors can be held accountable for taking corrective action on noncompliant shipments.

******* July 18, 2006 - ATTENTION ALL DLA SUPPLIERS:** Requirement to Affix Passive Radio Frequency Identification (RFID)Tags. **THIS IS A SIGNIFICANT REVISION TO OUR PREVIOUS NOTICE ON NEW PASSIVE RFID REQUIREMENTS. PLEASE READ CAREFULLY.** The notice is at <https://progate.daps.dla.mil/home/include/RFIDNoticeRev1.pdf>

******* July 18, 2006 - ATTENTION ALL DLA SUPPLIERS:** New DOD Requirements for Wood Packaging Material (WPM). Please go to <https://progate.daps.dla.mil/home/include/WPM.pdf> for more information.

******* June 1, 2006 - ATTENTION DSCP C&T SUPPLIERS:** Important information for DSCP suppliers of clothing & textiles items, go to

e-Tools...

- www.gsa.gov
- www.gsa.gov/
 - schedules
 - elibrary
 - gsaadvantage
 - vsc
- fsstraining.gsa.gov

GSA

U.S. General Services Administration

GSA

Schedules e-Library

GSA Federal Supply Service


on-line shopping....

Welcome to the FSS Center for Acquisition Excellence Virtual Campus

[Register](#) [Login](#) [Tour](#)

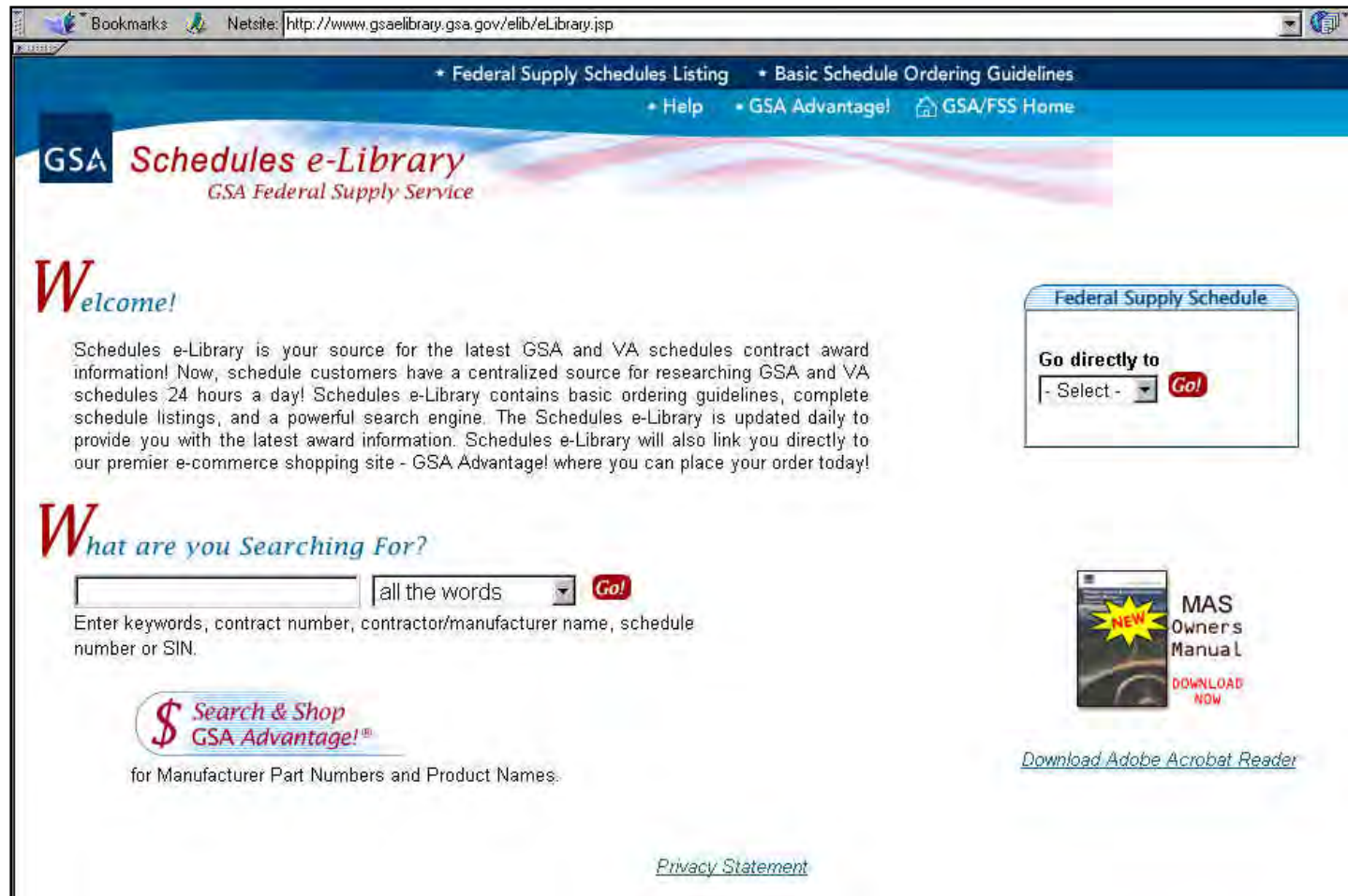
GSA

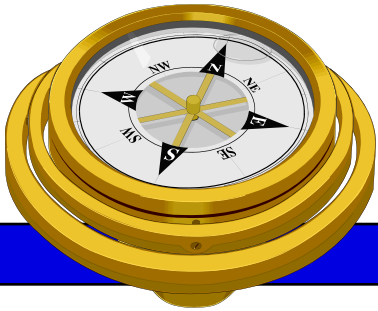
Vendor Support Center

GSA Federal Supply Service

General Services Administration E-library

<http://www.gsaelibrary.gsa.gov/elib/eLibrary.jsp>





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- ***Focus*** and Market your firm

OSDBU Interagency Council

<http://www.osdbu.gov/>

Federal OSDBU Directors Interagency Council

Agriculture - Commerce - Defense - DHS - Education - Energy - EPA - Executive Office of the President - GSA - HHS - HUD - Interior - Justice - Labor - NASA - NRC - NSF - Smithsonian - Social Security - State - Transportation - Treasury - USAID - U.S. Postal Service - VA

[List of Federal OSDBU Offices]

About The Council

- Charter
- Executive Committee Members

General

- Outreach Events
- Success Stories
- Useful Links
- Summary Meeting 'Minutes'

Key Issues and Topics

- News
- Bundling
- Competitive Sourcing
- Recertification
- President's Management Agenda

Working Groups

- Legislative



Commerce Secretary Gutierrez Announces [Hurricane Contracting Information Center \(HCIC\)](#), One-Stop Shop to Help U.S. Businesses Participate in Hurricane Rebuilding Efforts

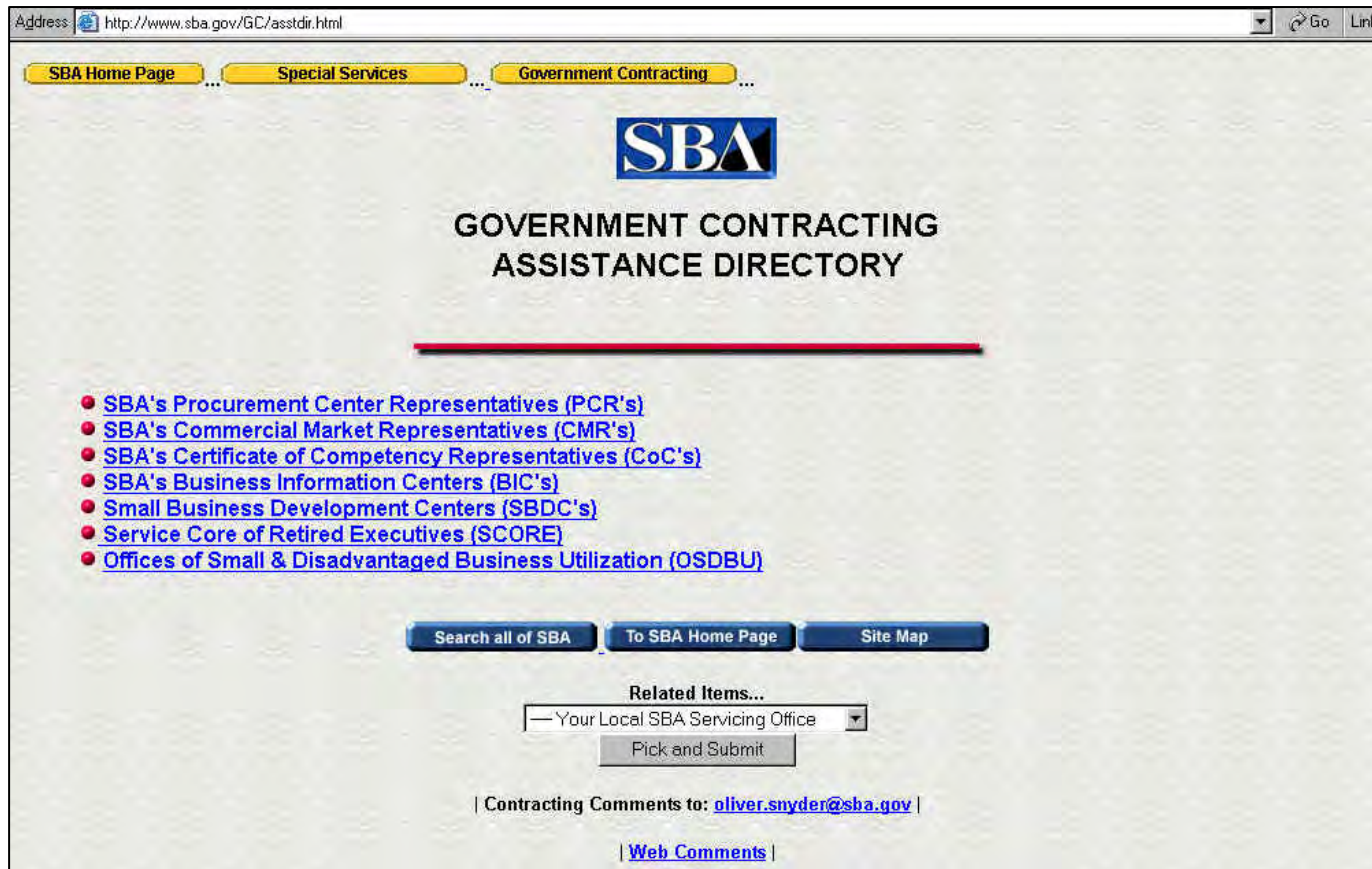


The Department of Veterans Affairs' [Center for Veterans Enterprise \(CVE\)](#) has developed an Internet database of veteran-owned and service-disabled veteran-owned small businesses called "[VetBiz Vendor Information Pages \(VIP\)](#)"

Save the Date:
16th Annual OSDBU Procurement Conference will be held on Thursday, April 20, 2006 (Upper Marlboro, MD)

SBA Government Contracting Assistance Directory

<http://www.sba.gov/gc/asstdir.html>



Business.Gov

<http://www.business.gov/>

The screenshot shows the Business.GOV website. At the top is a blue navigation bar with the text "Business.GOV" and "THE OFFICIAL BUSINESS LINK TO THE U.S. GOVERNMENT". Below this is an orange navigation bar with links: Home, Business Resource Library, Press, About Us, and Help. The main content area is divided into several sections. On the left, under "Business Resource Library", there are links for "Business Licenses & Permits", "Hiring & Managing Employees", "Taxes", and "Workplace Health & Safety", followed by a "more ..." link. In the center, a large box contains the text: "The official resource to help business quickly find compliance information, forms and contacts from multiple government Web sites." Below this is a search bar labeled "Search Compliance Information" with a "Search" button. To the right of the search bar, there are four more links: "Federal Forms", "Compliance Contacts", "SBA National Ombudsman", and "State Compliance Resources". At the bottom, there is a section titled "Search By Industry or Business Topic" with a list of "Business Areas" including Advertising & Marketing, Business Law, Emergency & Disaster Planning, Environmental Compliance, Finance, Government Contracting, Hiring & Managing Employees, Information Security, International Trade, Licenses & Permits, Non-Profits, Taxes, and Workplace Health & Safety. On the far right, there is a section for "SBA" with links for "Starting Your Business", "Financing Your Business", and "Managing Your Business".

Business.GOV
THE OFFICIAL BUSINESS LINK TO THE U.S. GOVERNMENT

Home Business Resource Library Press About Us Help

Business Resource Library
Information on regulatory topics

[Business Licenses & Permits](#)
[Hiring & Managing Employees](#)
[Taxes](#)
[Workplace Health & Safety](#)
[more ...](#)

The official resource to help business quickly find compliance information, forms and contacts from multiple government Web sites.

4 of 6

Search Compliance Information

Search

Search By Industry or Business Topic

Business Areas

- [Advertising & Marketing](#)
- [Business Law](#)
- [Emergency & Disaster Planning](#)
- [Environmental Compliance](#)
- [Finance](#)
- [Government Contracting](#)
- [Hiring & Managing Employees](#)
- [Information Security](#)
- [International Trade](#)
- [Licenses & Permits](#)
- [Non-Profits](#)
- [Taxes](#)
- [Workplace Health & Safety](#)

Federal Forms
Find government forms by agency, form number, or name

Compliance Contacts
Find compliance experts and assistance from government agencies

SBA National Ombudsman
Help with unfair & excessive regulatory enforcement

State Compliance Resources
Get help complying with state regulations

Choose a State ... **Go**

SBA

[Starting Your Business](#)
[Financing Your Business](#)
[Managing Your Business](#)

SBA SBDC Listings

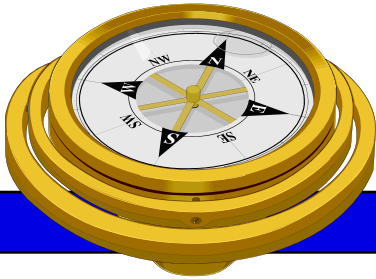
[*http://www.sba.gov/sbdc*](http://www.sba.gov/sbdc)



Veteran's Administration VETBIZ

<http://www.vetbiz.gov/>





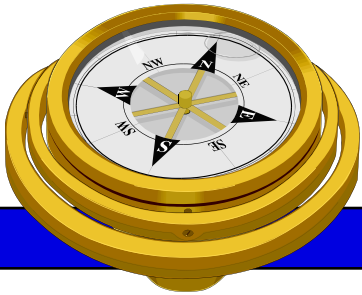
How To Get Started?

- ✓ Identify your product or service (*NAICS/FSC*)
- ✓ Register
- ✓ Determine who buys your goods or services
- ✓ Familiarize yourself with government contracting procedures.
- ✓ Seek additional assistance as needed.
- ✓ Explore subcontracting/teaming opportunities
- ❑ **Focus** and Market your firm

SBA SUB-Net

<http://web.sba.gov/subnet/>





How To Get Started?

- ✓ Identify your product or service (*NAICS/FSC*)
- ✓ Register
- ✓ Determine who buys your goods or services
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- ✓ Explore subcontracting/teaming opportunities
- ✓ ***Focus*** and Market your firm

Market Your Business

Associations



AFCEA



NCMA

Conferences



Networking



Market Research



Targeted Sales Calls



Market Your Business

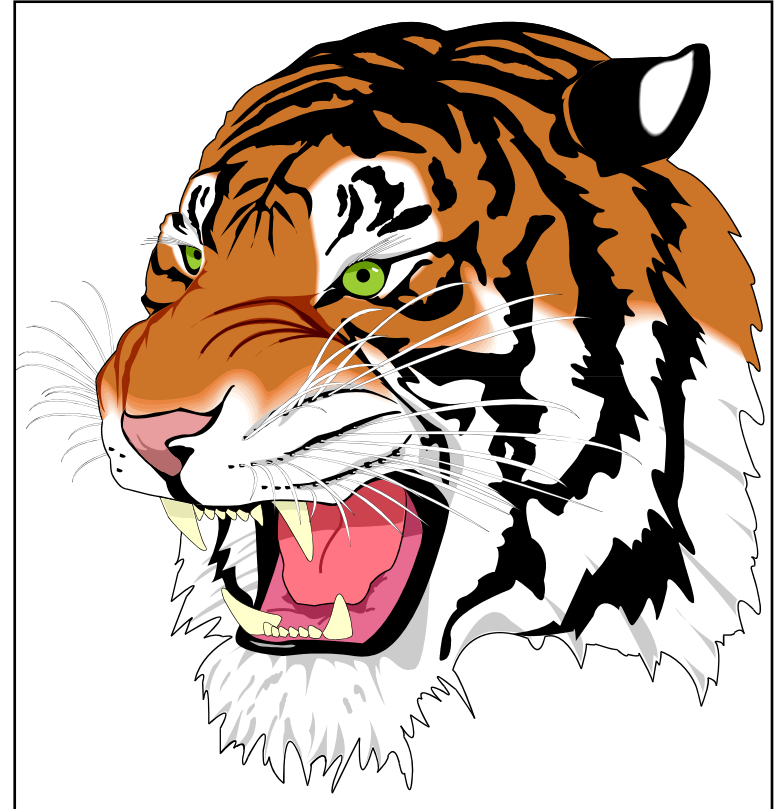


Focus!!!!



Remember!!!

*There are only two
kinds of
Companies.... the
quick and the dead !*





George Mason University PTAP
4031 University Drive, Suite 200
Fairfax, VA 22030
Phone: 703-277-7700
Fax: 703-352-8195

www.vaptap.org

**“bringing business and government closer
together”**



Continuing Opportunities For Small Business

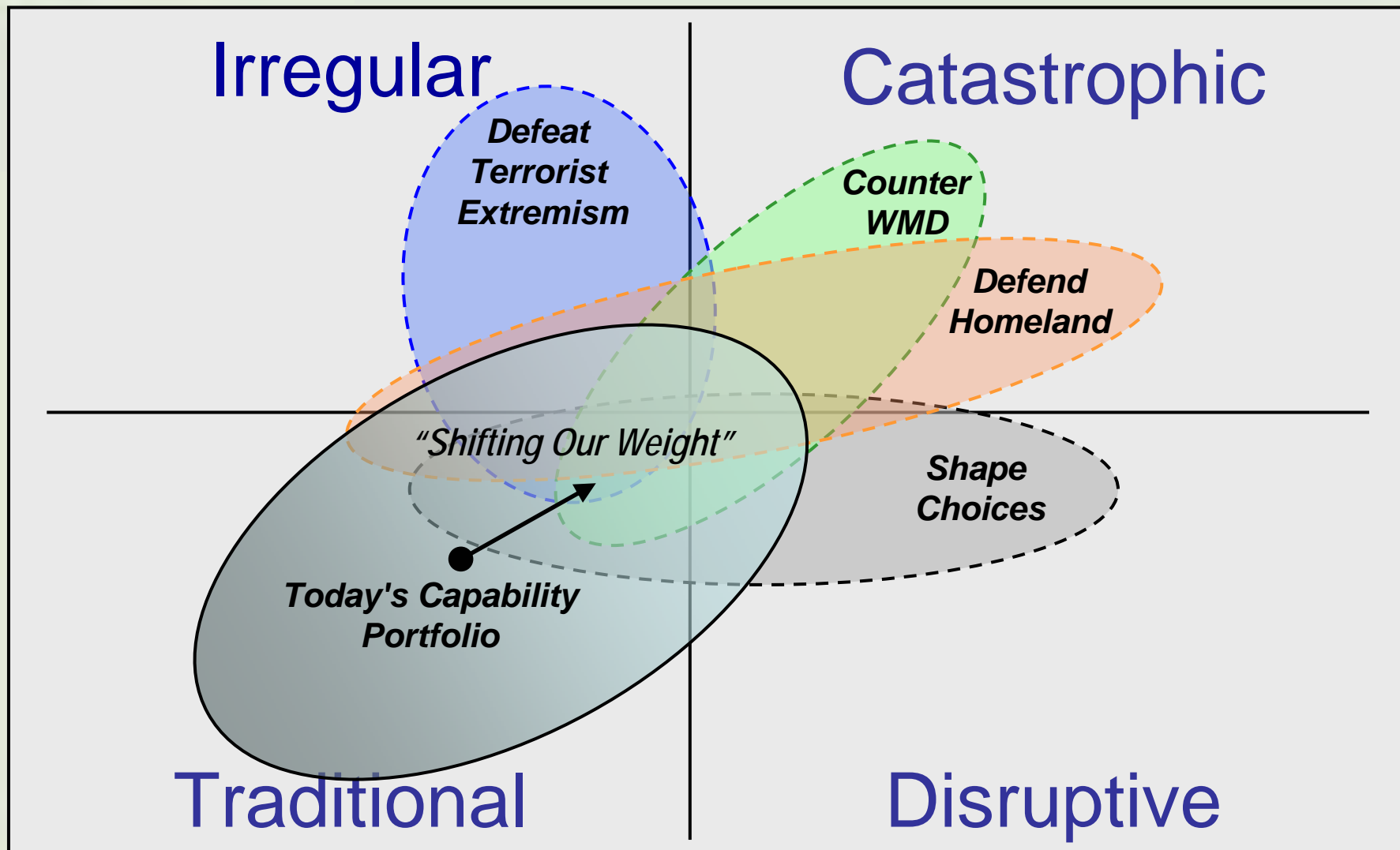
11th Annual Small Business Conference



Mr. Dean G. Popps
Principal Deputy to the
Assistant Secretary of the Army
(Acquisition, Logistics and Technology)
November 7, 2007



Re-Balancing Future Force Capabilities





CSA's Imperatives

- **Sustain**
- **Prepare**
- **Reset**
- **Transform**



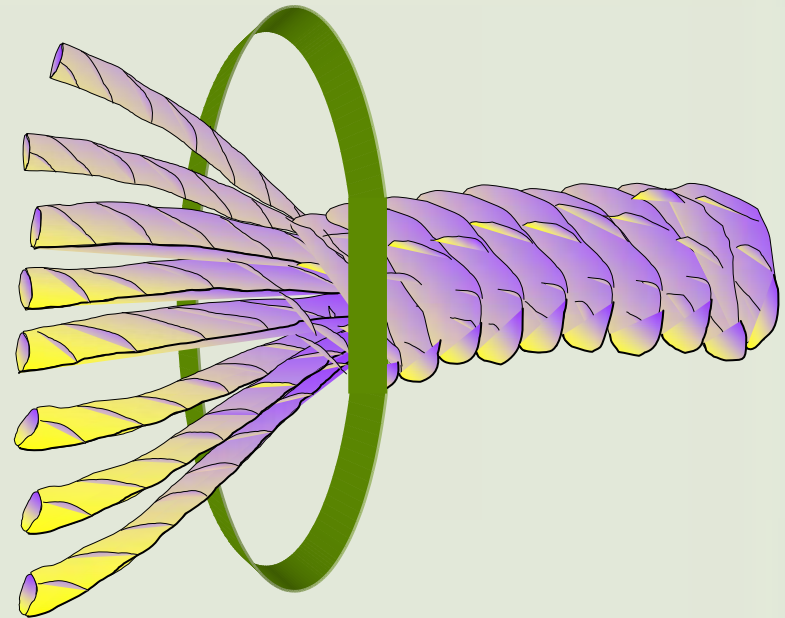
Army Campaign Plan – The Way Ahead

Sustain – Prepare – Reset – Transform

05 06 07 08 09 10 11

Resources

- **OPERATIONAL**
 - OEF / OIF
 - ARFORGEN & the Role of the RC
- **DOCTRINE**
 - Full-Spectrum Operations:
Linking Operational & Training Doctrine
- **ORGANIZATION**
 - Army Modular Force
 - AC-RC Rebalance
 - Grow the Army (+74k End-strength)
- **TRAINING**
 - Warrior Tasks & Battle Drills
 - Readiness for Full-Spectrum (C-METL / D-METL)
- **MATERIAL**
 - Reset and Modernization (FCS)
- **LEADERSHIP**
 - Warrior Ethos, Army Leader 21
- **PERSONNEL**
 - Recruit & Retain the All-Volunteer Force
- **FACILITIES**
 - BRAC, Global Defense Posture Realignment



**Campaign-quality, expeditionary Army
capable across the spectrum of conflict.**



Your Small Business Environment From A Political Stand Point

2008 - 2009





Small Business Contracting Opportunities

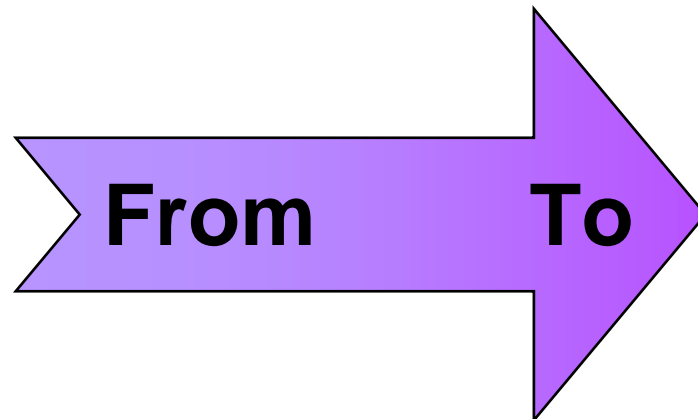


11th Annual Small Business Conference November 8, 2007

Scott A. Crosson
Acquisition Manager
Joint MRAP Vehicle Program
Marine Corps Systems Command

Program Objective

Provide Warfighters multi-mission platforms capable of mitigating IED, underbody mine and small arms fire threats



MRAP Vehicle Categories



MRAP CAT I

- Urban Combat Operations
- 4X4 & 6X6 6 passenger (pax)
- Curb Wt: 14,000 lbs
- Combat Wt: 16,000 lbs
- Payload: 10,000 lbs



MRAP CAT II

- Multi-mission (convoy escort, troop transport, ambulance, EOD, combat engineer)
- 6x6 10 pax
- Curb Wt: 30,000 lbs (4x4)
38,000 lbs (6x6)
- Combat Wt: 38,000 lbs (4x4)
52,000 lbs (6x6)
- Payload: 6,000 lbs (4x4)
14,000 lbs (6x6)



MRAP CAT III

- FPI Buffalo
- Mine/IED Clearance Operations
- 6x6 12 pax
- Curb Wt: 45,000 lbs
- Combat Wt: 80,000 lbs
- Payload: 38,000 lbs



MRAP Vehicle Requirements

- Joint Requirements Oversight Council memorandum of 5 Sep 07
 - Raised total requirements to 15,374
 - Increased Army interim requirement from 2,500 to 10,000 vehicles
 - Added 100 vehicles for ballistic testing

	CAT I	CAT II*	CAT III	Total
USMC	3,039	599	62	3,700
Army	4,894	5,106		10,000
Navy	421	123		544
Air Force	631	66		697
US SOCOM	333			333
Ballistic Testing	50	50		100
Total	9,368	5,944	62	15,374

* CAT II total includes 416 Ambulance configured vehicles



Vehicles on Order

as of 31 Oct 07

Manufacturer	Variant	Test	USMC	Army	Navy	Air Force	SOCOM	Totals	Total By Manufacturer
BAE	Cat I	6		25			259	290	} 1131
	Cat II	6		707				713	
	HAGA		5	123				128	
BAE TVS (Armor Holdings)	Cat I	6		1148				1154	} 1170
	Cat II	6		10				16	
FPII	Cat I	6	1560		250	25		1841	} 2759
	Cat II	6	418	300	95	41		860	
	Cat III		58					58	
IMG	Cat I	6	100	2449		400		2955	} 2971
	Cat II	6		10				16	
GDLS-C	Cat I	6		604				610	} 610
	Total	54	2141	5376	345	466	259	8641*	

* Excludes 174 vehicles not counted toward requirements.



Program Highlights

- Rapid Deployment Capability to ACAT ID in 8 months
- Highest priority DoD acquisition program
- Multiple awards to meet urgent production requirements (Jan 07)
- First vehicles in theater 4 months after contract awards
 - 8641* on order (as of 31 Oct 07)
 - 578 in theater (as of 31 Oct 07)
- Production from 10/mo (Feb 07) to over 1200/mo (Dec 07)
- Obligated - \$7.5B (as of 31 Oct)
- Estimated program value thru FY 09 - \$24.5B (based on 15,374 vehicles)

* Excludes 174 vehicles not counted toward requirements.



Contracting Realities

Challenges

- Fast moving & well underway
- Established supplier bases
- MRAP II solicitation closed 1 Oct 07
- Potential impact of system level tests (survivability)

Opportunities

- Five primes with substantial production orders
- Best point of entry is via primes
 - Company representatives at conference
- Small businesses should explore
 - Second source plans
 - Performance improvements (ECPs & MRAP II)
 - Support services
 - Logistics support



Technology Insertion Efforts

- Survivability
 - Underbody, ballistic glass, seats, fire suppression
- Payload & power improvements
- Emerging threats
 - Explosively Formed Penetrators (EFPs)
 - Rocket Propelled Grenades (RPGs)
- Other
 - Mobility & safety enhancements
 - Lighting for threat identification



Potential Future Business Areas

- Small businesses offer unique solutions and insights. Areas of future program involvement may include:

Spare & repair parts

Computer systems

Logistics support

Specialty consulting

Training systems/services

Electronic systems

Product support

Engineering services

Risk management

Hardware systems development

Shop safety equipment

Parts processing services

IT & networking support

- Other opportunities may include:
 - Prototyping, re-design
 - Research and development
 - Weight, space, power management
 - Maintenance services



Prime Contractor Points of Contact

Company	Contact	Phone	Email
 BAE Systems	Eric Wentz	(717) 225-8733	eric.wentz@baesystems.com
 BAE-Tactical Vehicle Systems	Ross Deherrera	(713) 867-1861	Ross.deherrera@baesystems.com
 Force Protection	http://www.forceprotection.net/contacts/suppliers.html		Info@forceprotection.net
 GDLS-Canada	Dale Glitiz	(519) 964-5643	gilletd@gdls.com
 International Military & Government	InternationalSupplier.com		IntlSupplier@Nav-International.com



Government Points of Contact

Organization	Function	Name	Phone	Email
Marine Corps Systems Command	Small Business	Jeraline Artis	(703) 432-3946	jeraline.artis@usmc.mil
TACOM Life Cycle Mgmt Command	Small Business	Ron Fiorani	(586) 574-6625	ronald.fiorani@us.army.mil
Army Research Lab Liaison - ASA(ALT)	Tech Dev	Dr. Reed Skaggs*	(703) 601-1516	reynolds.reed.skaggs@us.army.mil
EG&G Technical Services**	Acq/Prog Mgmt	Donald Brown	(703) 441-7004	dabrown@egginc.com
MKI Systems**	Proposal Mgmt	Rock Saluja	(703) 884-9922	rsaluja@mkisystems.com
MRAP Vehicle JPO	Acq Mgmt	Scott Crosson	(540) 288-5701	scott.crosson@usmc.mil

* Reference Andy Rodgers, MRAP Vehicle Spiral Development APM

** Joint program office support contractor

Joint MRAP




Vehicle Program

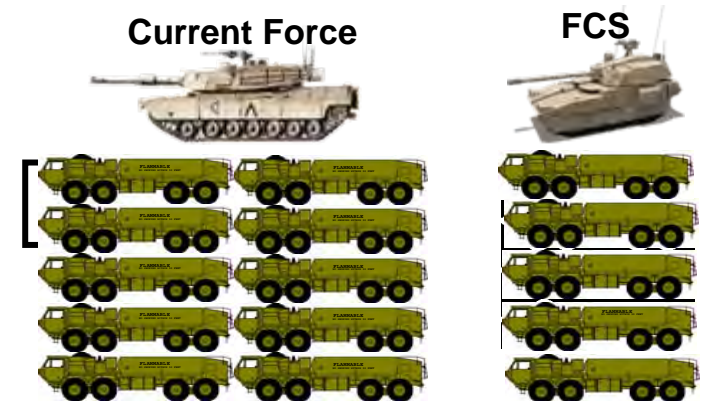
Seeking Innovative Small Businesses to Help Protect Warfighters!



Future Combat Systems Overview

John F. Kelley
Program Director
Supplier Management
Future Combat Systems

- # Insurgents and Terrorist Networks
- 
- A photograph showing a large military tank in a city street, surrounded by people. There is smoke and fire in the background, suggesting a conflict zone.



Army Leadership's View of FCS

"We never want a fair fight, and with FCS, our Soldiers will have the ability to see first, understand first, and act first. FCS serves the present through spin-outs, but it is the future. We must keep it on track."

*The Honorable Pete Geren - Secretary of the Army
AUSA Institute of Land Warfare Breakfast - May 10, 2007*



The Honorable Pete Geren
Secretary of the Army

"FCS technologies will be vital to the Army's ability to fight a nontraditional war such as the combat in Iraq. We're up against an adaptive, asymmetric enemy who is changing his tactics every day. We need to give our soldiers every advantage."

*General George Casey, Jr. – Chief of Staff, U.S. Army
DefenseNews.com 25 April 2007*



Gen. George W. Casey, Jr.
Chief of Staff, U.S. Army

"We are taking the "F" in the Future Combat System and making it reality."

*The Honorable Claude Bolton - Assistant Secretary of the Army
AUSA Institute of Land Warfare Breakfast - May 10, 2007*



The Honorable Claude Bolton
Assistant Secretary of the Army

"The cost in modernizing is first of all a cost in dollars, but failing to modernize is a cost that is sometimes registered in lives."

*Lt. General Stephen Speakes – Deputy Chief of Staff, G-8
Pentagon Roundtable May 15, 2007*

2007 Highlights

- Successful experiment 1.1 soldier exercise
- Delivered FCS Build 1 software (~5M SLOCs)
- Completed Spin Out 1 CDR; Delivered B-Kits
- Testing of cannon and mortar firing platforms
- Defense Acquisition Board IPR
- FCS mobile demo trailer
- Discovery Channel “Future Weapons”
- Army Evaluation Task Force (AETF)
- Prototype Deliveries & Testing
- Engineering Maturity 1 – Milestone
- Moving into FCS Initial Production Phase



Strong Momentum...

FCS Brigade Combat Team...

Manned Ground Vehicles (MGV)

Infantry Carrier Vehicle (ICV)

Command and Control Vehicle (C2V)

Mounted Combat System (MCS)

MRM Medium Range Munitions

APS Common Chassis

Reconnaissance And Surveillance Vehicle (RSV)

Non-Line of Sight Mortar (NLOS-M)

Medical Vehicle Treatment (MV-T)

FCS Recovery and Maintenance Vehicle (FRMV)

Medical Vehicle Evacuation (MV-E)

Unmanned Aerial Systems (UAS)

Class I UAV

Class IV UAV

Unattended Ground Systems (UGS)

T-UGS

U-UGS

Tactical and Urban Unattended Ground Sensors

Non-Line of Sight Launch System (NLOS-LS)

Unmanned Ground Vehicles (UGV)

MULE-C

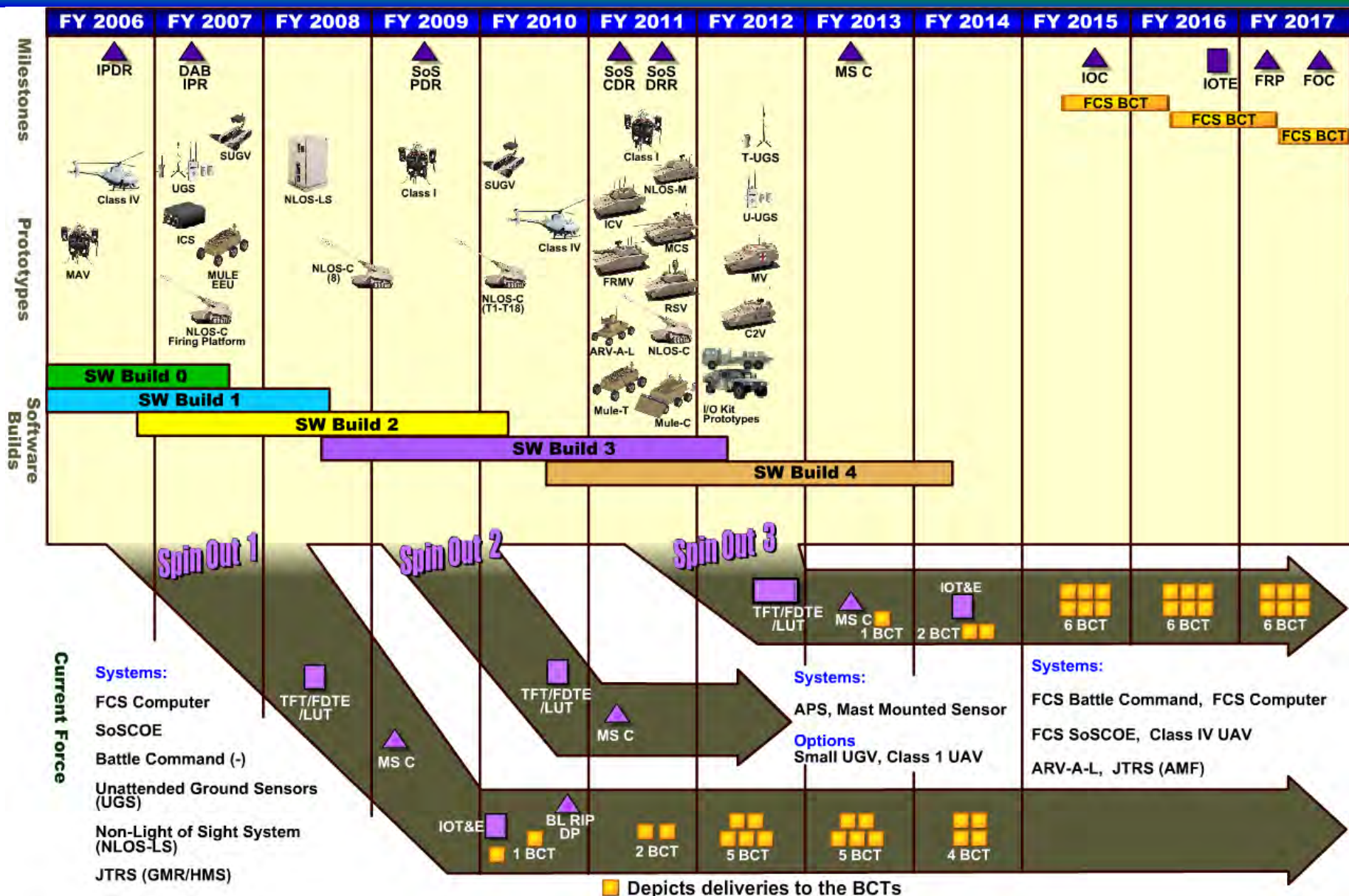
Multifunction Utility/ Logistics and Equipment Countermine and Transport

MULE-T

Armed Robotic Vehicle – Assault (Light) (ARV-A-L)

Small UGV (SUGV)

FCS (BCT) System-of-Systems Schedule



Manned Ground Vehicles

C2V / RSV Rooftop De-confliction Test Rig



Traction Drive System for Integrated Propulsion Testing



NLOS-C 9-Round Max Rate of Fire



P1 Chassis



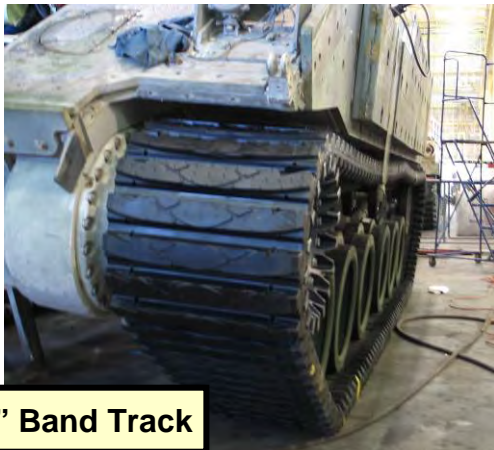
Engine / Generator in EGTL



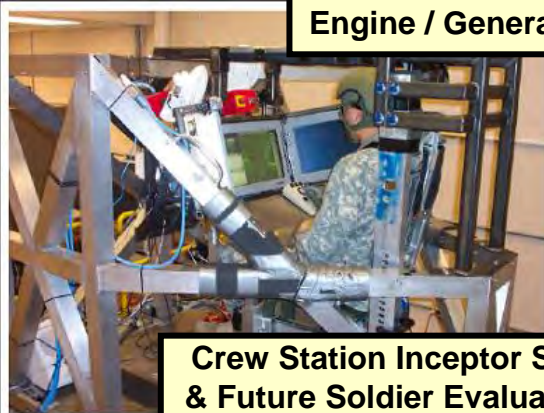
NLOS-M Round Burst



21" Band Track



Crew Station Inceptor Seat & Future Soldier Evaluation



MCS XM360 Electric Gun Elevation Drive Testing



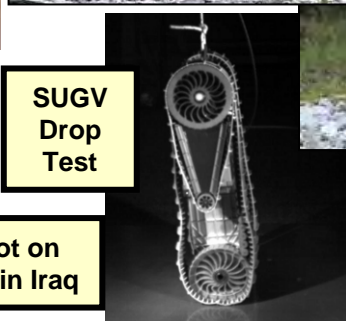
Unmanned Ground Vehicles



Exp. 1.1 SUGV
Pre-Prototype
On Capitol Hill



SUGV
Water &
Land Test



SUGV
Drop
Test



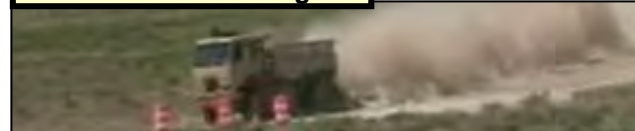
Packbot on
Patrol in Iraq

SUGV

ANS LADAR and Imaging
Perception Module (IPM)



Robotic Convoy – Obstacle
Avoidance Testing



Robotic Convoy – ANS
Integrated onto STRYKER
& LMTV Platforms



ANS



4_12 frame



4_21 frame



4_15 frame



4_24 frame



4_28 frame



4_33 Frame

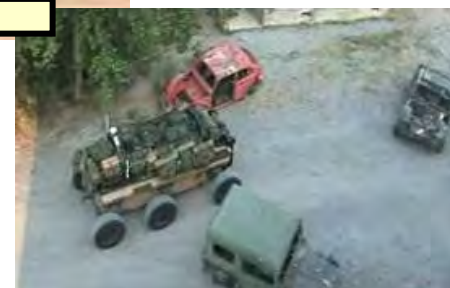


4_31 Frame

MULE



MULE Testing



Unmanned Aerial Vehicles (UAV)

Class I



Class I & SUGV
at the SASC

Class I with soldier



Class I in Flight



Experiment 1.1



A1 ATP-022 power up test
Continues



Temporary Nose Cone fitted to Class IV UAV (Fire Scout) A1 preparing for 1st ever Engine Run at Moss Point Facility (May 07)

Navy Milestone C Approval



Engine Run Successful!



Class IV

“Spin Out 1” to the Current Force



Abrams



Bradley



HMMWV

Network Capability Integration Kit

Integrated
Computer
System



SOSCOE
&
Battle Command



Current Force
Interface

4 Channel
JTRS



Capability Improvements:

- Force protection
- Precision networked fires
- Interoperability

Milestones:

- ✓ Critical Design Review – Q2 FY07
- ✓ First Network Kit Delivery – Q2 FY07
- ✓ Software Qualification – Q4 FY07
 - Limited User Test – Q4 FY08
 - Milestone C – Q2 FY09

Unattended Munitions

Unattended Ground
Sensors (T/UGS & U/UGS)



Non-Line-of-Sight
Launch System (NLOS-LS)



Relevant to Today's Force

Current To Future Force Through Technology Spin Outs

Near Term (FY 07-08)

Mid Term (FY 09-11)

Far Term (FY 12-17)

FCS – System Development and Demonstration

Spin Out 1 FY 2008-10

Networked Sensors/ Shooters

- Limited Battle Command
- JTRS (GMR/HMS)
- Unattended ground sensors
- Non-line of sight launch systems

Spin Out 2 FY 2010-12

Systems/ Component

- APS
- Mast Mounted Sensor
- Options:**
- Small UGV
- Class 1 UAV

Spin Out 3 FY 2012-14

Network and Ground/ Air Vehicles

- ABCS to FCS Battle Command
- ARV-A-L
- Small UGV
- Class I UAV
- Class IV UAV

Core Program Delivery FY 2015

Joint Networked System of Systems

Current

Fielding 6 current force BCTs/yr (76)

Fielding 15 FCS BCTs

Future

FCS

2004-2006

Lessons learned OIF and OEF

RAVEN Tactical UAV
Interceptor Body Armor (IBA)
Counter IED (Warlock, Duke)
Uparmored Vehicles (UAH, AoA)
Buffalo mine-clearing vehicle

2006-2010

- ABRAMS-Multiple lethality and survivability enhancements
- Stryker-Enhanced survivability
- HMMWV-Enhanced survivability and reliability
- DCGS-A (V3)(2007)
- Excalibur (2007)
- LUH (2008)
- WIN-T Inc 1 (2008-09)

2010 and beyond

- ABRAMS-3 GEN FLIR and MRM
- Stryker-Enhanced lethality
- GSS (2010-14)
- ARH (2010-2014)
- JTRS AMF (2011-12)
- JTRS (GMR/HMS)
- Apache Longbow Block III (2011)
- JLTV (2012-13)
- WIN-T Inc 2 (2014)

Additional Developments

Spin Out 1



B-Kit hardware delivered to Current Force

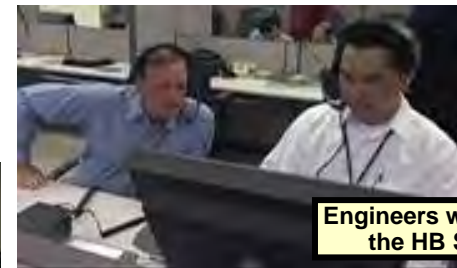
Local Control Display Device installed into Current Force M1A2 SEP Abrams



B-Kit components installed into Current Force M1A2 SEP Abrams



Soldier placing B-Kit Integrated Computer System (ICS) into Current Force HMMWV



Engineers working at the HB SoSIL



JTRS C1 Radio

B-Kits

A-Kits

ICS in Bradley



Abrams



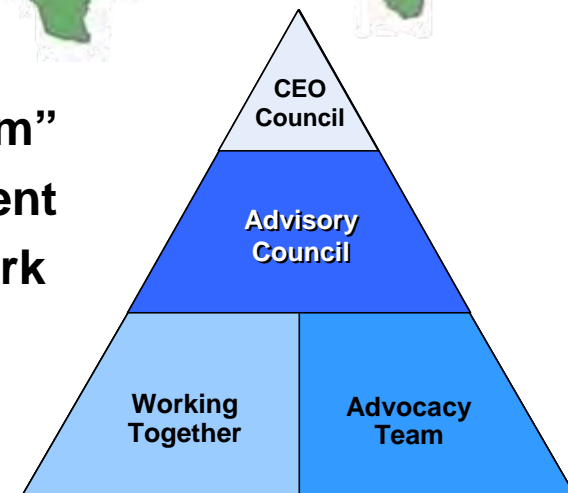
One Team

41 States, 220 Congressional Districts, 559 Suppliers

As of 31 March 2007



“One Team”
Management
Framework



Best of Industry Approach

FUTURE COMBAT SYSTEM:
FCS
One Team-The Army/Defense/Industry

360 Suppliers

Contract Values >5K for Small Business, >10K for Large Business
S = Supplier D = District

Period 6

State	Suppliers (S)	Districts (D)
AK		
WA	7	4
OR	4	3
ND	1	1
NE		
KS	1	1
MO	6	3
IL	10	7
IN	2	2
OH	9	6
PA	13	8
NY	17	9
MA	16	3
ME	1	1
NH	5	2
VT		
RI		
CT		
DE		
MD	16	5
VA	22	9
NC	2	1
SC	2	2
GA	5	3
FL	9	5
TX	23	13
OK	2	2
AR	1	1
MS	1	1
AL	6	3
LA		
WY		
CO	9	4
NM	4	2
AZ	6	4
NV	2	2
CA	96	30
HI		

S = Supplier D = District.

35 States includes WDC, 180 Congressional Districts, 380 Suppliers
Contract Values > 5K for Small Business, >10K for Large Business

How to Get Involved with FCS



- Regularly check the FCS Website Home Page at:
www.boeing.com/fcs
- Located on this website:
 - FCS Business Opportunities of the LSI and its Partners (contacts with websites)
 - Partners' Requests for Quotations / Information
 - Supplier Diversity information (specific LSI / Partner Small Business contacts)
 - FCS calendar with upcoming conferences and events
 - On-line registration form
 - Information on submitting questions
- Reach out to the LSI and Partners to express your interest and capability
- Focus on areas of technology and express interest across the One Team

FCS External Web Site



- **Website for program information to engage all segments of Industry**
 - Business opportunities across the team including RFI's/RFP's and Industry Day Announcements
 - Notification of opportunities sent to suppliers
 - 1002 registered suppliers
 - LSI/Partner contact information
 - Small business event calendar



Quick Links:

- ▶ [Partners](#)
- ▶ [Request for Information/Proposal](#)
- ▶ [FCS Business Opportunities](#)

Business Opportunities

- Opportunities for both the LSI and partners are listed on or linked to the FCS website
- Opportunities exist for 2nd and 3rd tier support to recent, pending, and future selections
- Examples are as follows:

Manned Ground Vehicles	
ICV, MV & FRMV	C2V, MCS & RSV
<ul style="list-style-type: none"> • Hand and Foot Controls, Intercom Controller and Adaptor • Energy Storage System • Electrical and Hydraulic Components • Machined Parts • Wiring Harnesses <p>Long-term Opportunities</p> <ul style="list-style-type: none"> • Medium Caliber Gun System • External Power Supply 	<ul style="list-style-type: none"> • Electrical Components • Carbon Monoxide Detection System • Circuit Card Assemblies • Mechanical Cable Assemblies • Fuel Systems • Machined Parts • Flex Harnesses • Power Supplies
Unmanned Air Vehicle	
Class IV UAV	
<ul style="list-style-type: none"> • Nose Cones • Bottom Farings (Composite Parts) 	
FCS related procurements for Micro Air Vehicle kits	
<ul style="list-style-type: none"> • Cable Assemblies (several configurations) • Antenna Assembly, L-band, GDT • Antenna, GPS • Transmitter, L-band • Battery Assembly, Air Vehicle • Battery Charger Assembly • Connector, 7-pin and dust cover 	

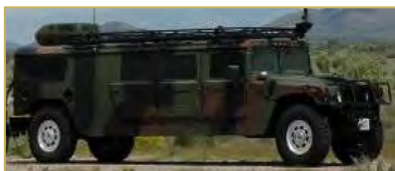
Intelligence, Surveillance, and Reconnaissance
Ground Sensor Integration
<ul style="list-style-type: none"> • Software Products • Technical Writing • Electronic Box Build and Assembly • Engineering Services • Connectors • Cables (RF and Digital) • Optical Components and Assemblies • Circuit Card Assemblies
C4ISR – Network Systems
Integrated Computer System
<ul style="list-style-type: none"> • Fixed and Removable Storage Media • Storage Controllers • Network Switches and Routers • Firewalls
Supportability
Platform Soldier – Mission Readiness
<p>Long-term Opportunities</p> <ul style="list-style-type: none"> • Secure Wireless Communications Technology • Advanced Ruggedized Display Technology • Advanced Robotic Controls

Looking Ahead

Army Evaluation Task Force



- ✓ Completed Experiment 1.1
- ✓ Delivered ~5 Million Lines of Software
- ✓ First Network on Abrams, Bradley, HMMWV
 - Army Evaluation Task Force (AETF)
 - Prototype Deliveries & Testing
 - Engineering Maturity 1- Milestone
 - Moving into FCS Initial Production Phase



Equipping our Joint Warfighters with the World's Best Capabilities

Summary

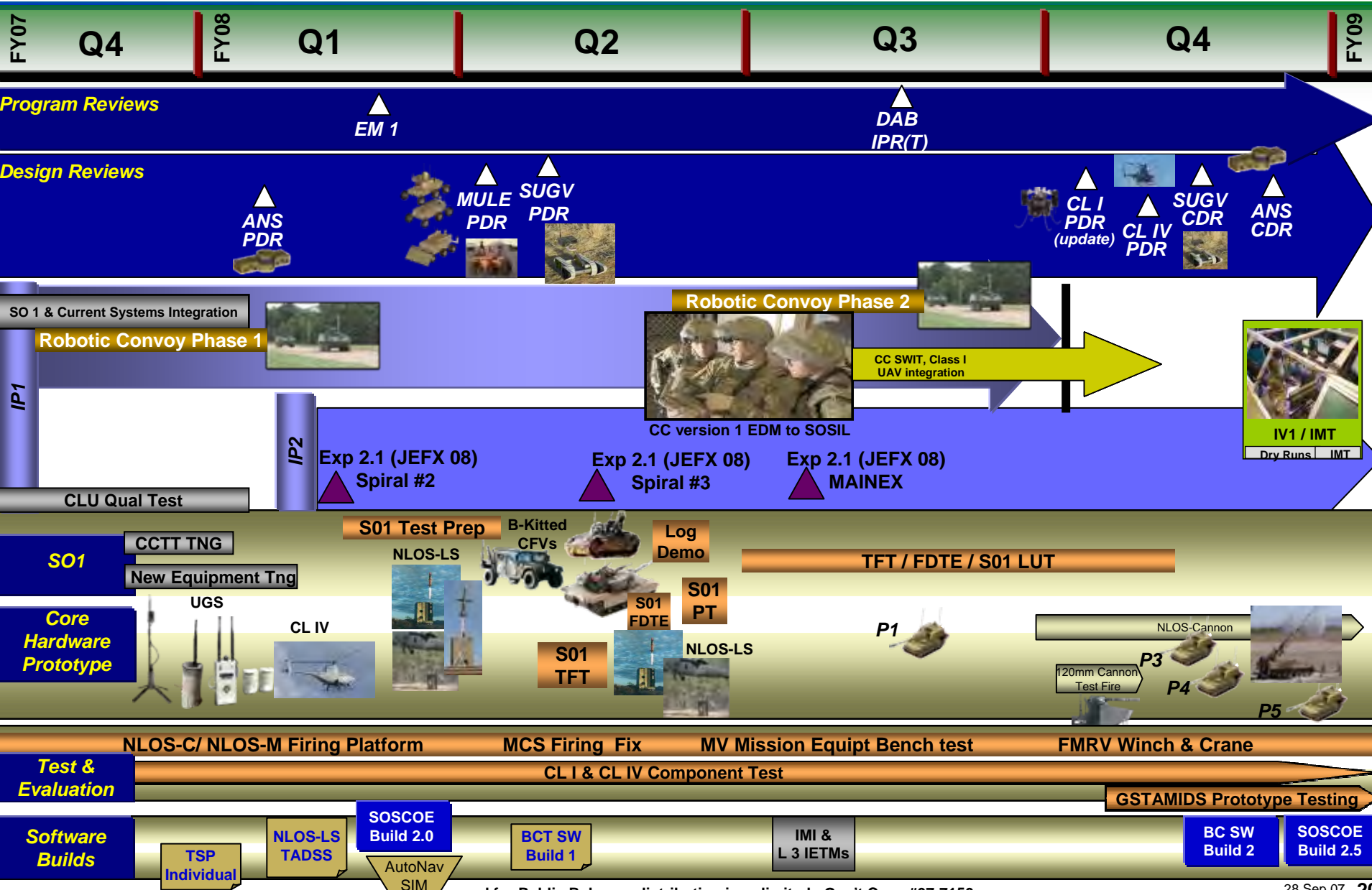
- Program keeping pace with Army needs...Maintain Velocity
- More than 60 test activities underway...All Platforms in Testing
- 2008 is a critical execution year...Systems in Build Phase
- FY08 PB at \$3.6B...RDTE & Production...
- Focused on Our Soldiers....

...The Future is Here Now.



Equipping our joint warfighters with the world's best capability

FY08 Objectives





PROGRAM BRIEFING

AMC 11th Annual SB Conference

MS. TRACEY PINSON

DIRECTOR, OFFICE OF SMALL BUSINESS PROGRAMS
OFFICE OF THE SECRETARY OF THE ARMY

7-8 Nov 2007

McLean, VA





VISION

To Be The Premier Advocacy Organization
Committed To Maximizing Small Business
Opportunities In Support Of The Warfighter
And The Transformation Of The Army.





MISSION

- Advise the Secretary of the Army and the Army Leadership on Small Business Related Matters
- Spearhead Innovative Initiatives that Contribute to expanding the Small Business Industrial Base Relevant to the Army Mission and Priorities
- Leverage the Use of Minority Serving Educational Institutions in Support of Army Science and Technology Programs



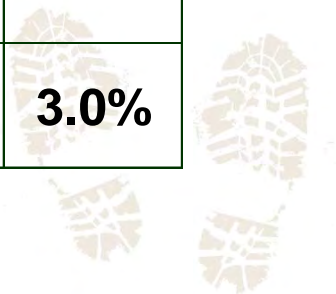


ARMY PRIME CONTRACT AWARDS – FY 07

	Total Dollars	Achieved	Army Target	Nat'l Goal
US Business	\$85,869			
Small Business	\$21,147	24.6%	25.0%	23.0%
Small Disadvantaged Business	\$ 7,329	8.5%	8.0%	5.0%
Women-Owned SB	\$ 3,073	3.6%	3.5%	5.0%
HUBZone Small Business	\$ 3,284	3.8%	3.0%	3.0%
Veteran-Owned SB	\$ 2,415	2.8%		
Service Disabled Veteran-Owned SB	\$ 839	1.0%	0.8%	3.0%

FPDS-NG Data as of 10/5/07

Dollars shown in millions





ARMY PRIME CONTRACT AWARDS - FY 07

	TOTAL DOLLARS	ACHIEVED	ARMY TARGET
US Business	\$85,869		
Small Business	\$21,147	24.6%	25.0%
SDB Business	\$ 7,329	8.5%	8.0%
8(A) Awards	\$ 4,234	4.9% (US Bus) 20.1% (SB) 57.8% (SDB)	
Women-Owned SB	\$ 3,073	3.6%	3.5%

FPDS-NG Data as of 10/5/07

Dollars shown in millions



- Small Business: \$21B (exceeded Nat'l Goal)
- Small Disadvantaged Business: \$7.3B (exceeded Nat'l Goal)
- Women Owned SB: \$3B (up \$1B since FY04)
- HUBZone: \$3.3B (exceeded Nat'l Goal)
- SDVOSB (FY05 – FY07):
 - Increased dollars from \$501M to \$839M
 - Increased percentage of dollars by almost 67.5%

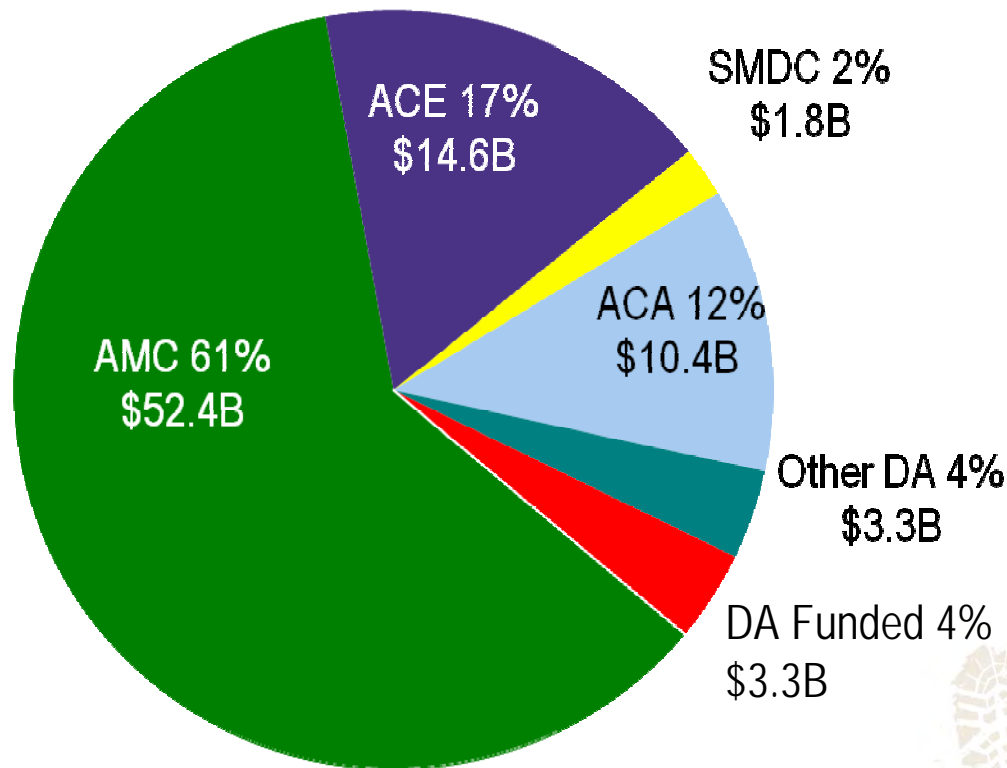




CALL TO DUTY
BOOTS ON THE GROUND

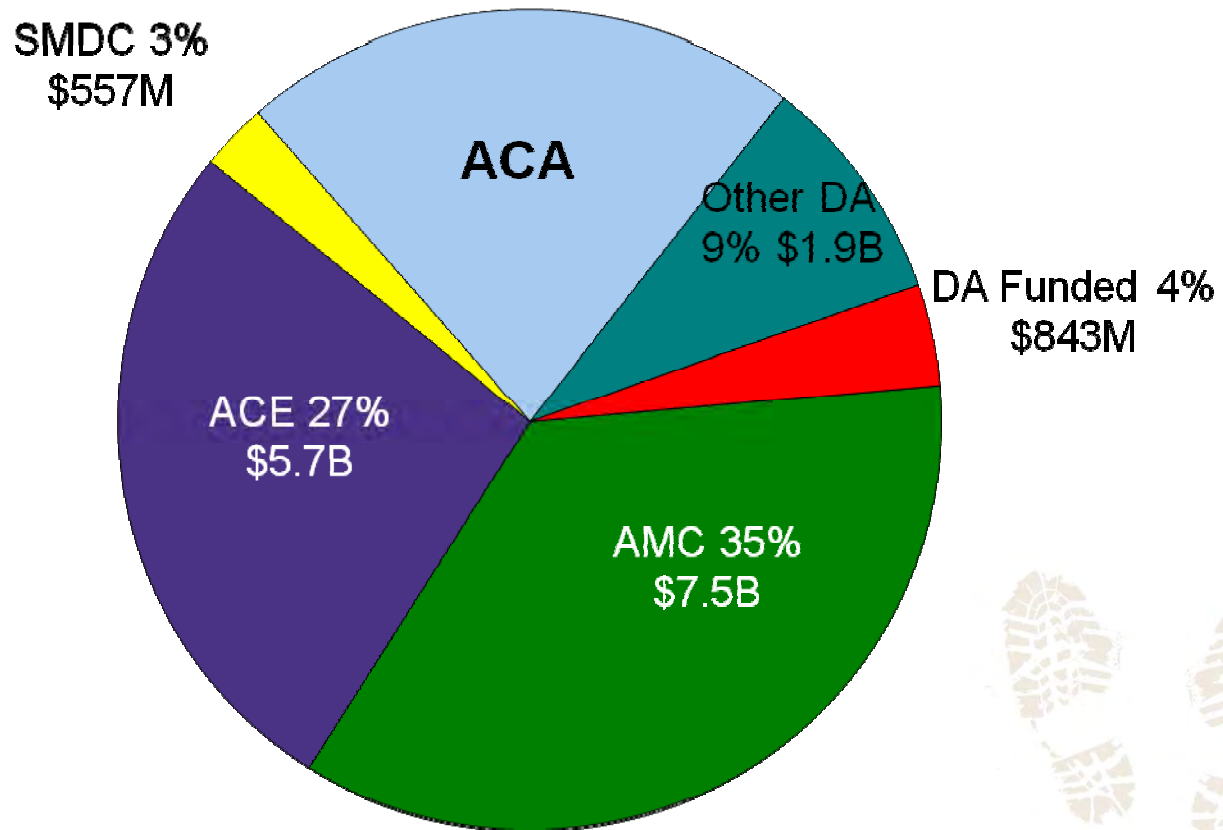
ARMY US BUSINESS PRIME CONTRACT AWARDS - FY 07

**Total Awards
(\$85.9B)**



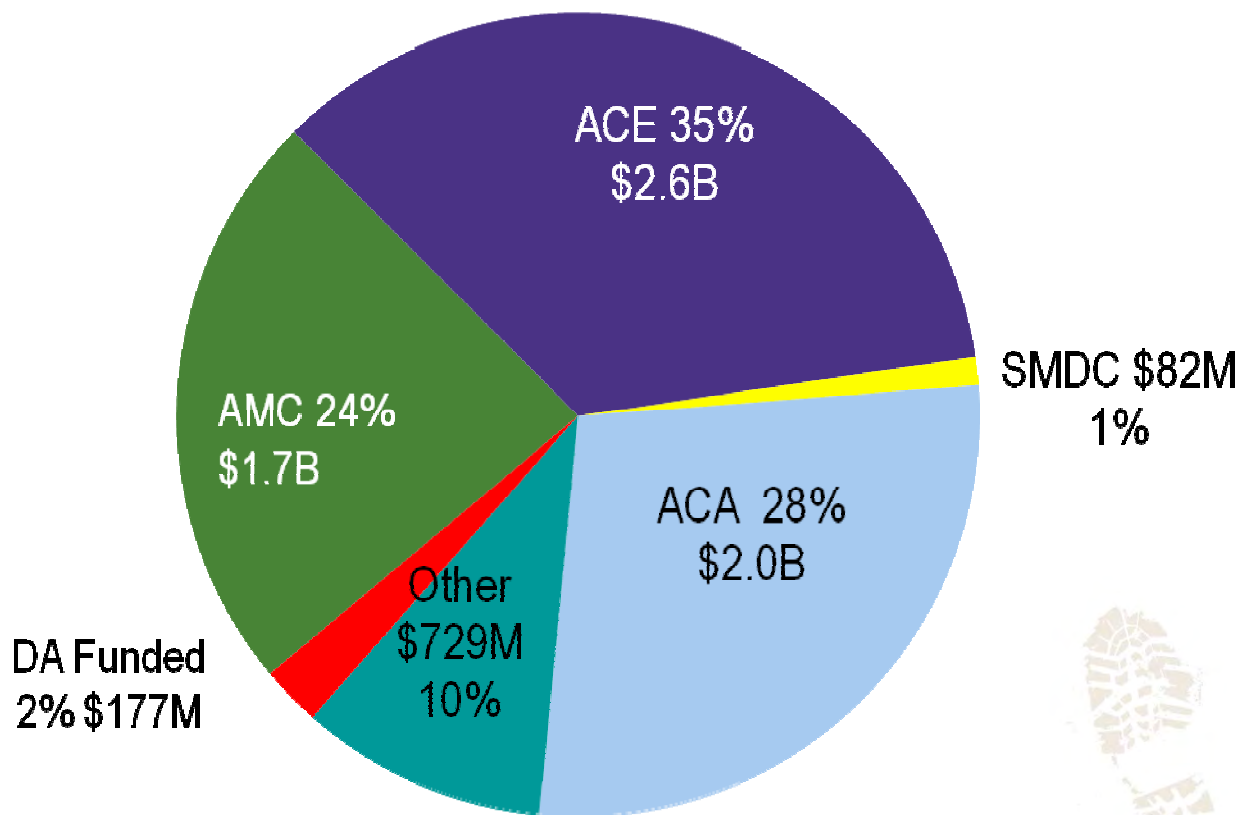
ARMY SMALL BUSINESS PRIME CONTRACT AWARDS - FY 07

Small Business Awards (\$21.1B)



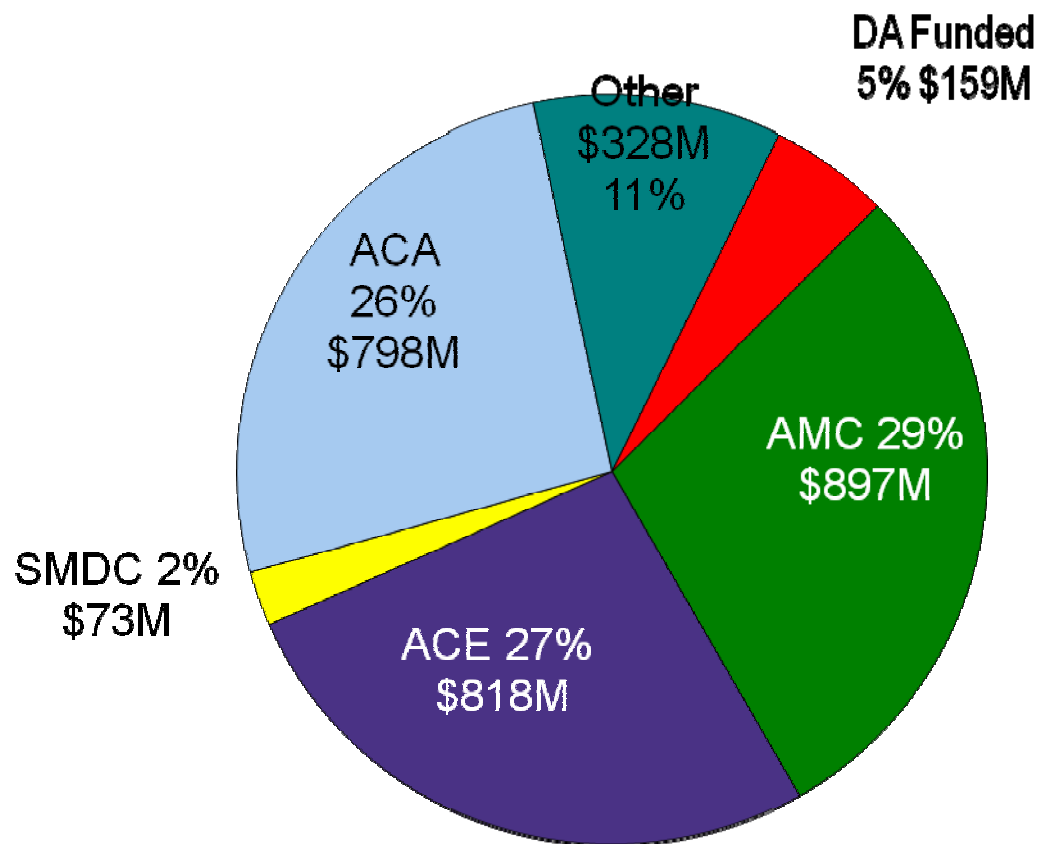
ARMY SDB PRIME CONTRACT AWARDS - FY 07

SDB Awards (\$7.3B)



ARMY WOSB PRIME CONTRACT AWARDS - FY 07

WOSB Awards (\$3.1B)

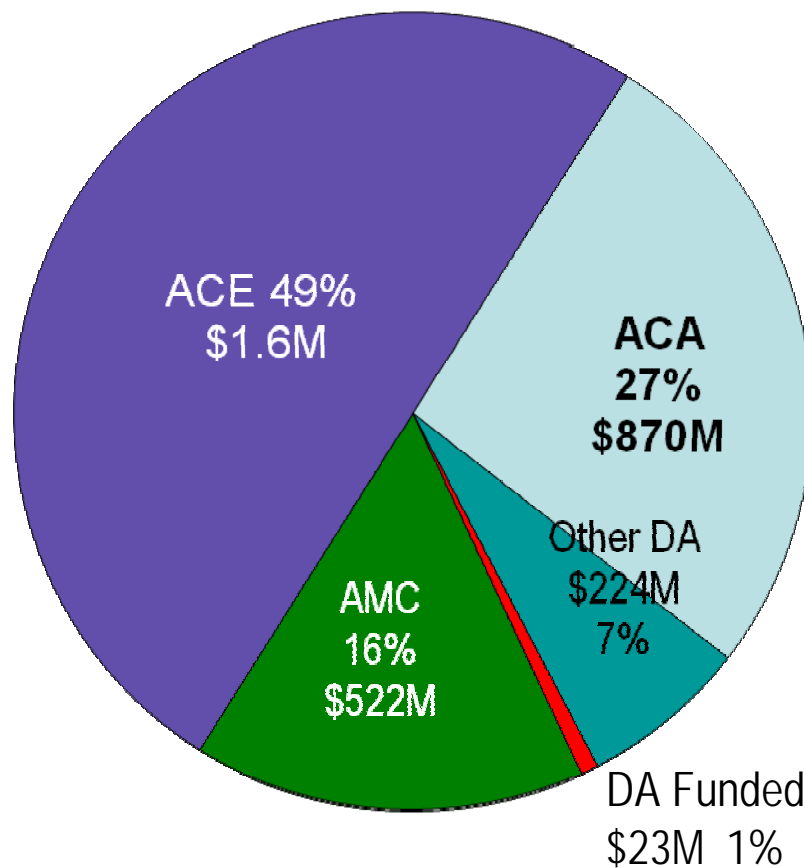




CALL TO DUTY
BOOTS ON THE GROUND

ARMY HUBZone PRIME CONTRACT AWARDS - FY 07

HUBZone Awards (\$3.3B)

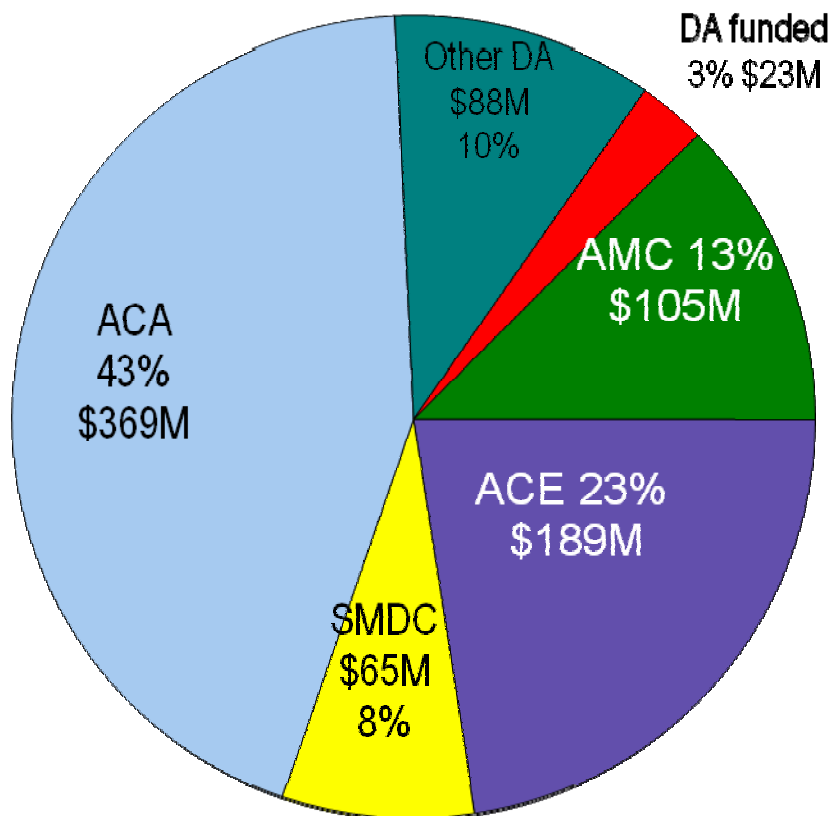




CALL TO DUTY
BOOTS ON THE GROUND

ARMY SDVOSB PRIME CONTRACT AWARDS - FY 07

SDVOSB Awards (\$839M)





ARMY SADBU FOCUS

FY 07/08

- Small Business Participation in FCS and Major Army Programs
- Promote Greater Involvement of SBs in Army Contracts for Services
- Support of BRAC through HUBZone Initiatives
- Service-Disabled Veteran-Owned Small Business Opportunities
- Contract Bundling and Consolidation
- Increased role of HBCUs & MIs in the Acquisition Process
- Strategic Sourcing
- Subcontracting Policy and Enforcement





ARMY FCS PROGRAM

Subcontract Goals Based Upon Boeing Comprehensive Goals

FCS SDD Goals	(% of Boeing Subcontract Dollars)
Small Business	17.5%
Small Disadvantaged Business	3.5%
Woman Owned Small Business	2.5%
Historically Underutilized Business Zone	0.3%
Veteran Owned Small Business	1.5%
Service Disabled Veteran Owned	0.2%

Note: These goals are based on dollars going to small business through and including the third tier of subcontracts





CALL TO DUTY
BOOTS ON THE GROUND

SUBCONTRACT AWARDS FY06

	TOTAL DOLLARS	ACHIEVED	TARGET
US Business	\$7,953		
Small Business	\$3,434	43.2%	50.0%
Small Disadvantaged Business	\$ 568	7.1%	7.7%
Women-Owned SB	\$ 569	7.2%	7.0%
HUBZone SB	\$ 287	3.6%	3.0%
Veteran-Owned SB	\$ 287	3.6%	
Service-Disabled Veteran-Owned SB	\$ 75	0.9%	0.5%

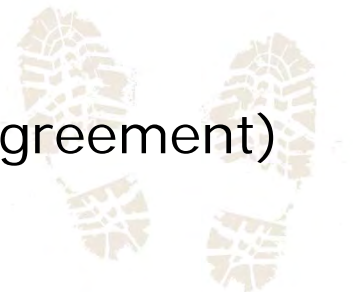
Dollars Shown in millions





MENTOR-PROTÉGÉ PROGRAM

- US Army Space & Missile Defense Command is new M/P Contracting Center and will issue stand-alone contracts for Army MPP agreements
- Army goal is to engage industries to shape and expand the industrial base to support the Warfighter
- Seeking agreements with strong technical component, or focus on innovative transfer of state of the art technology
- Army Agreements Should Focus on High-Tech Solutions for the Warfighter
- 36 Active Agreements:
 - 19 Mentors
 - 36 Protégés (Can Have Only 1 Active Agreement)
- 3 Mentors are Graduated 8(a) Firms





CALL TO DUTY
BOOTS ON THE GROUND

HBCU/MI PROGRAM FY 07

IHE

\$459M

HBCU/MI

\$ 73M

16.0%

ARMY TARGET

12.6 %



- Consolidation / Bundling
- Subcontracting plan enforcement
- Staffing of SADBUs offices





WEBSITES

Army SADBUI

<http://www.sellingtoarmy.info>

DOD SADBUI

<http://www.acq.osd.mil/sadbu>

Centralized Contractor Registration (CCR)

<http://www.ccr.gov>

Federal Business Opportunities (Fed Biz Opps)

<http://www.fedbizopps.gov>

Small Business Administration (SBA)

<http://www.sba.gov>





CALL TO DUTY
BOOTS ON THE GROUND

Questions



www.sellingtoarmy.info

Warrior Ethos

I will always place the mission first.

I will never accept defeat.

I will never quit.

I will never leave a fallen comrade.

Army Small Business Conference

November 7 ~ 8, 2007





KEYS TO SMALL BUSINESS SUCCESS



Definition of Successful

- *Having a favorable outcome*
- *Having obtained something desired or intended*
- *Having achieved wealth or eminence*



Success Requires...

ATTITUDE

&

APTITUDE



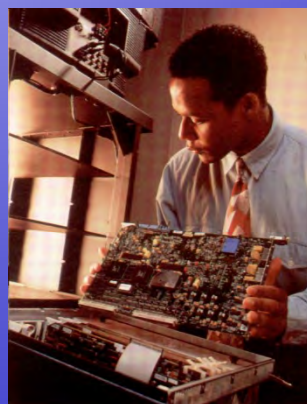
With Major Influence

ATTITUDE

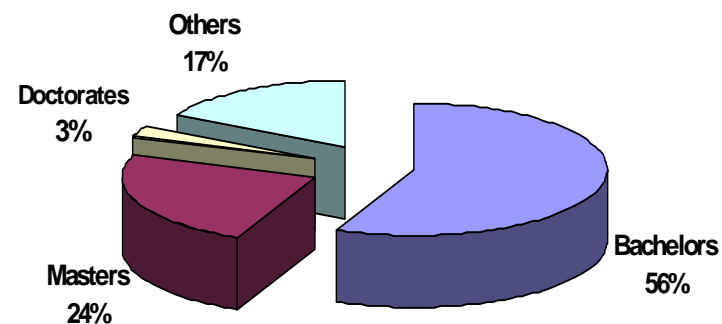


TEC-MASTERS, INC.

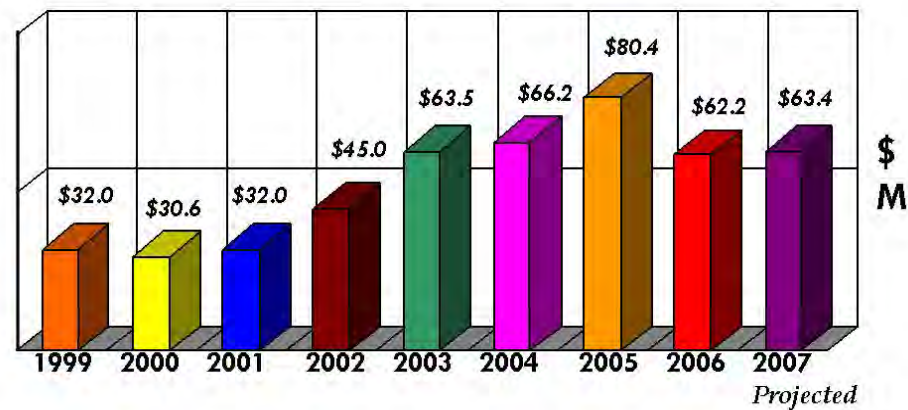
Huntsville, Alabama

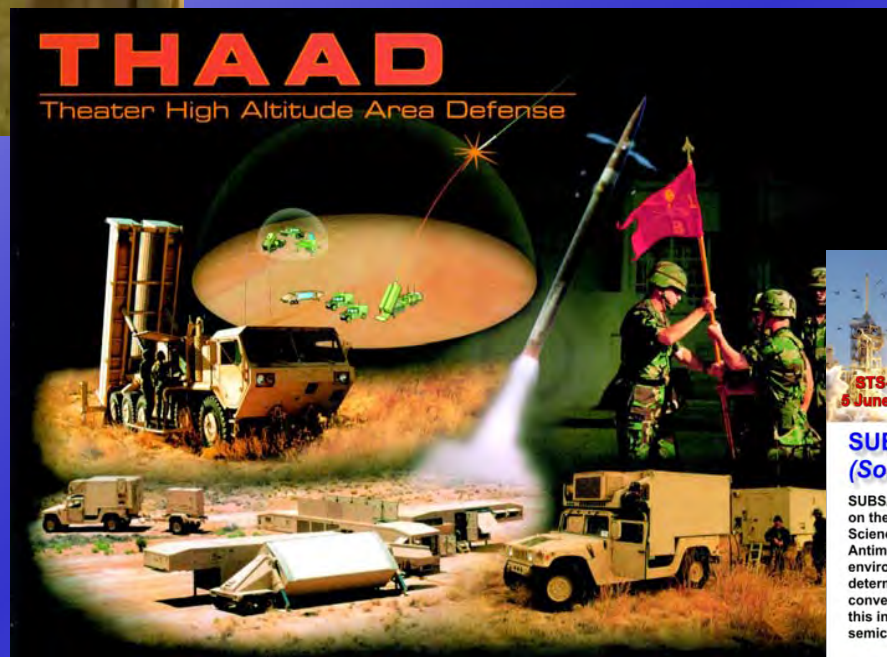


Professional Degrees



Annual Revenue





SUBSA (Solidification Using a Baffle in Sealed Ampoules)

SUBSA is a microgravity experiment that will be operated on the International Space Station in the Microgravity Science Glovebox. SUBSA will investigate Indium Antimonide (InSb) crystals grown in a microgravity environment using an automatically moving baffle to determine if it will significantly reduce thermal convection during sample processing. The goal of this investigation is to improve the production of semiconductor material used in computer chips.



As the Prime Contractor for Hardware development, TMI designed and built the experimental hardware.

PFMI (Pore Formation and Mobility Investigation)



PFMI is a microgravity experiment that will be operated on the International Space Station in the Material Science Glovebox. PFMI will

investigate crystal growth in a microgravity environment that will hopefully improve the production of uniform composites.





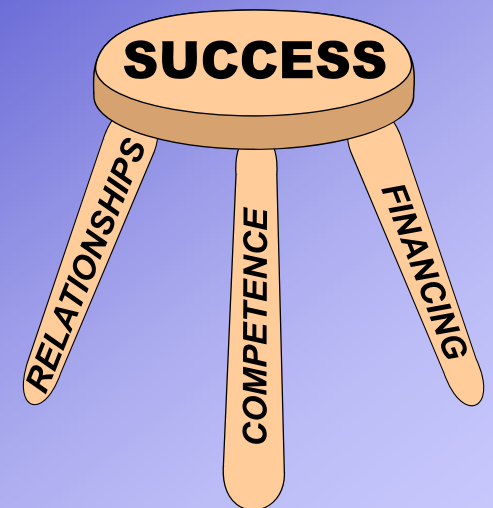


- **COMPETENCE**
- **RELATIONSHIPS**
- **FINANCING**



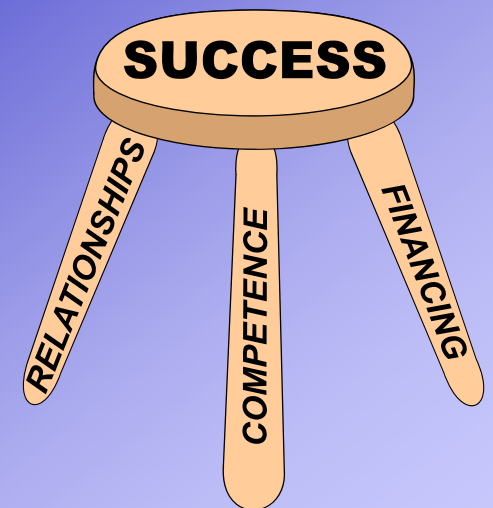
COMPETANCE

- **Have Something to Sell**
(Product / Service)
- **Understand Requirements of Marketplace**



COMPETANCE

- **Have Something to Sell**
(*Product / Service / Yourself*)
- **Understand Requirements of Marketplace**



Jobs Taxes Relationships

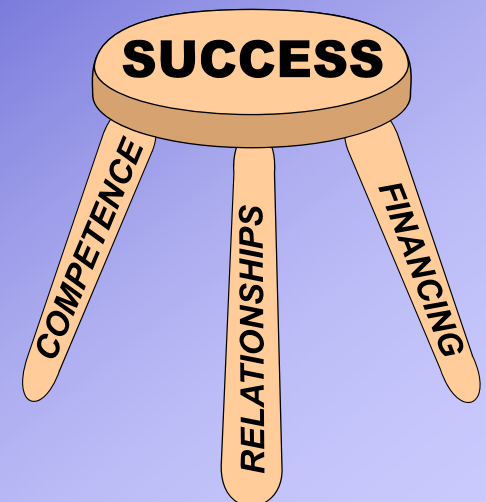


*U.S. Small Business Administration
8(a) Business Development*



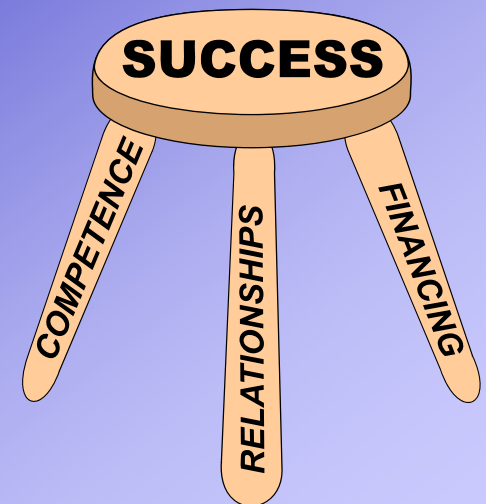
RELATIONSHIPS

- ~~Finding People to Buy Products / Services~~
- Partnering to Achieve Shared Long-Term Objective



RELATIONSHIPS

- ~~Finding People to Buy Products / Services~~
- Partnering to Achieve Shared Long-Term Objective
 - Sub-Contractor to Large Business
 - Team Members with Small Business
 - With Financial Institutions
 - With People

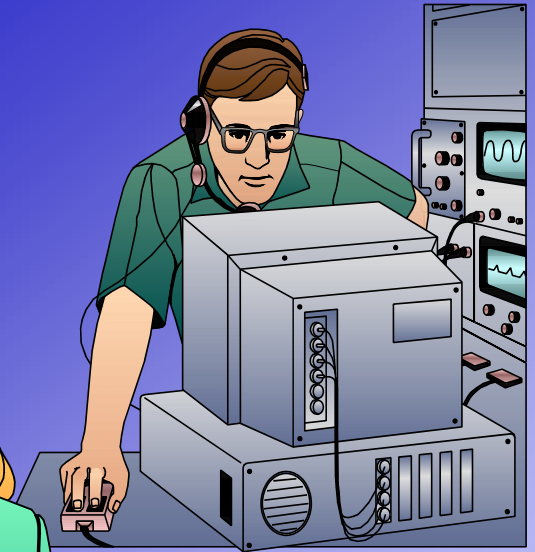
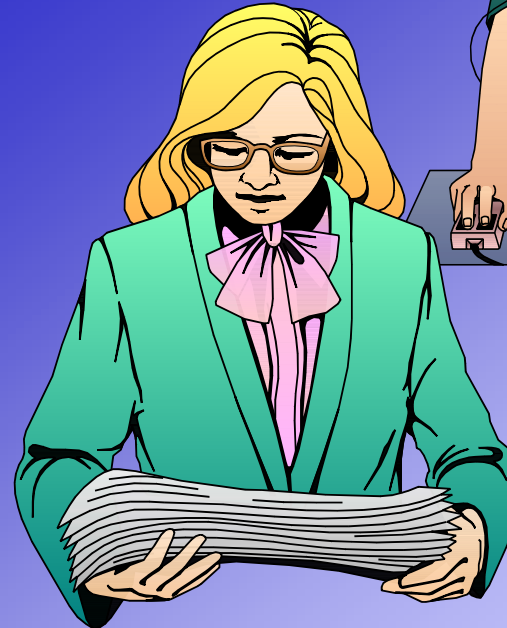


Relationships with People

- **Who Know Someone**
- **Who Know Something**

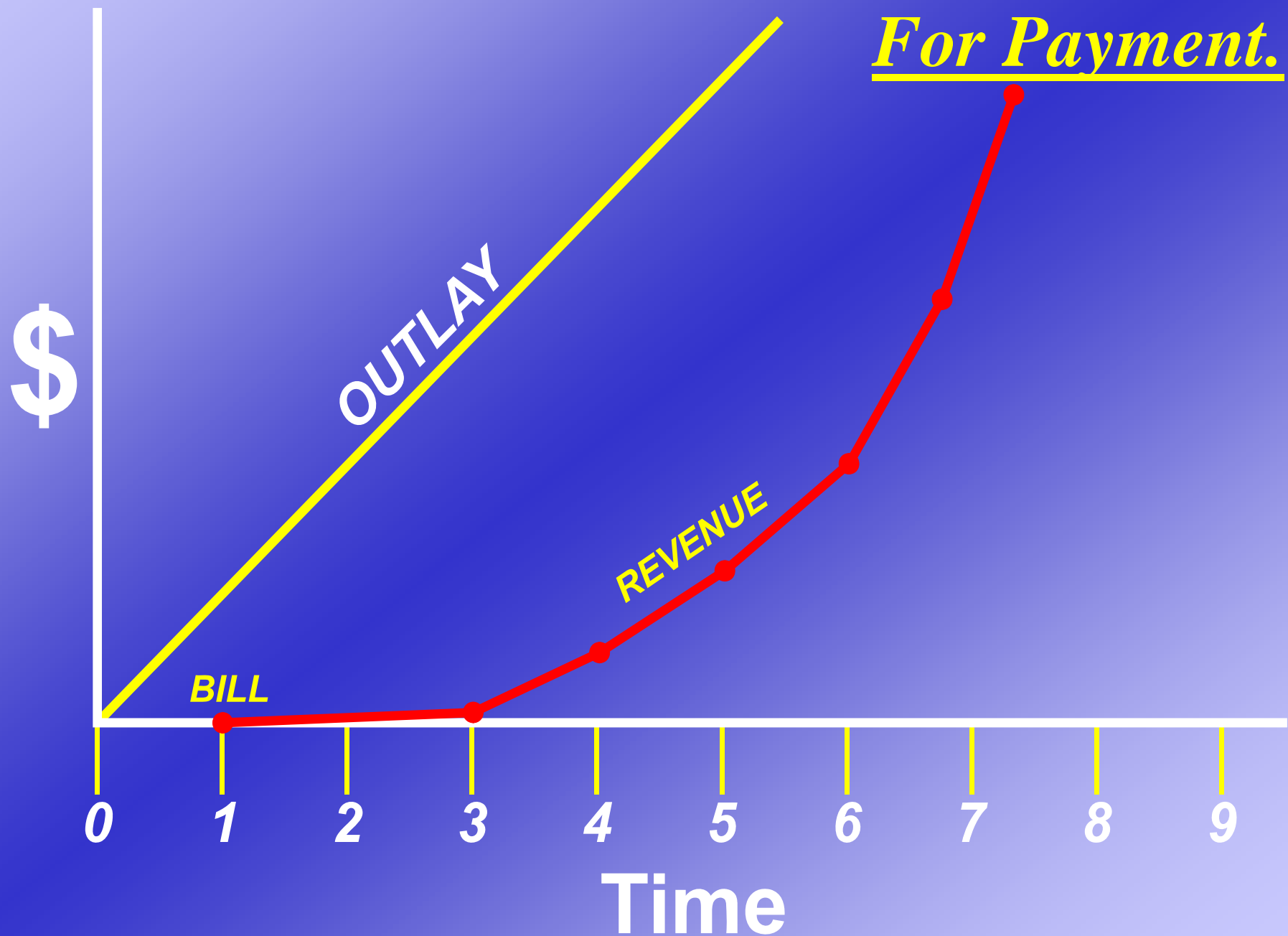
Relationship with People Who Know Something

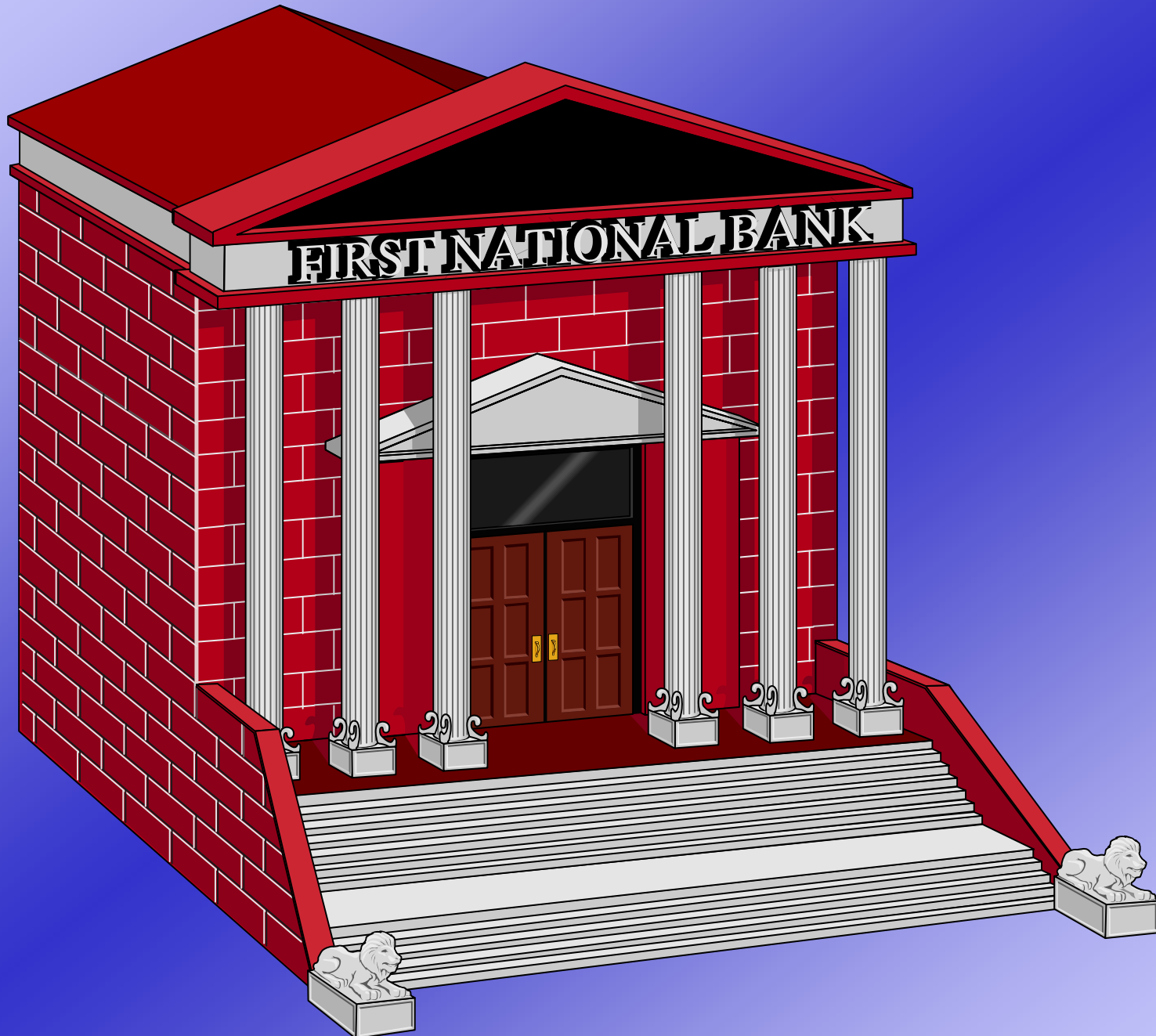
- Hire Them
- Train Them
- Retain Them

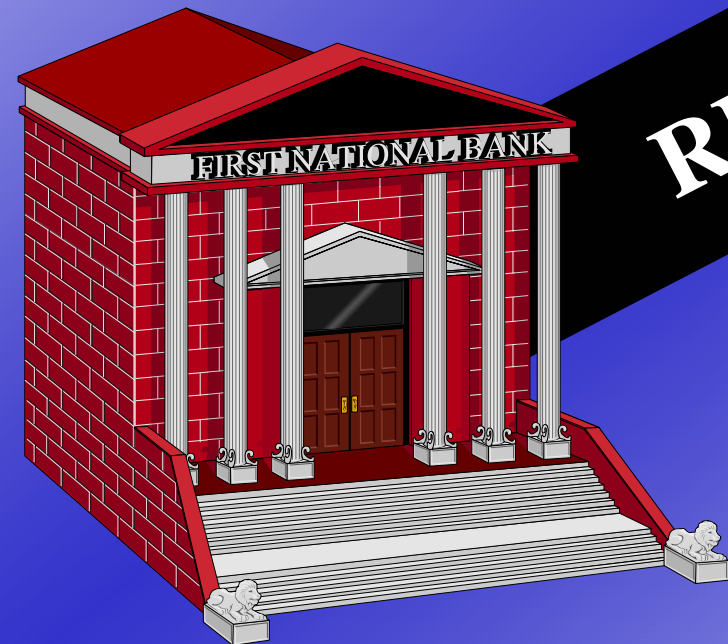




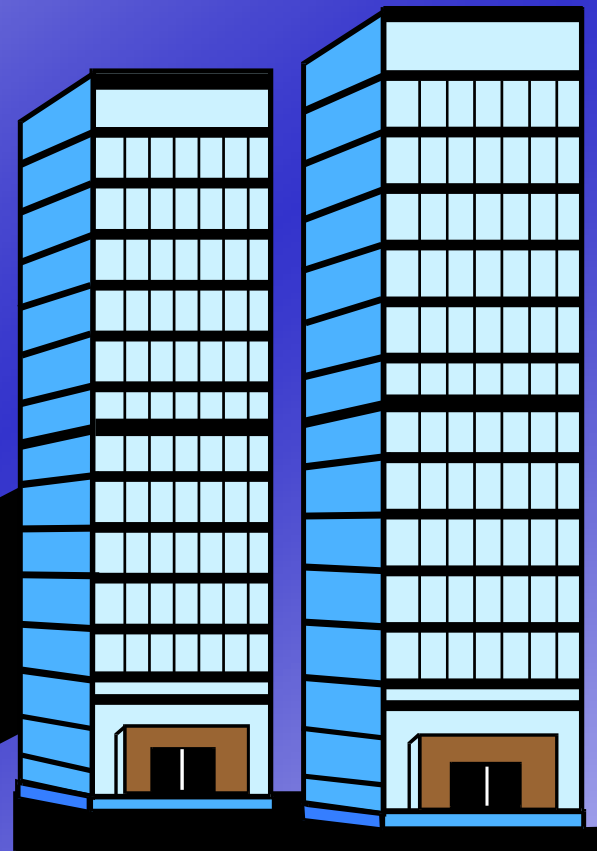
*Negotiate Shortest
Turnaround Time
For Payment.*

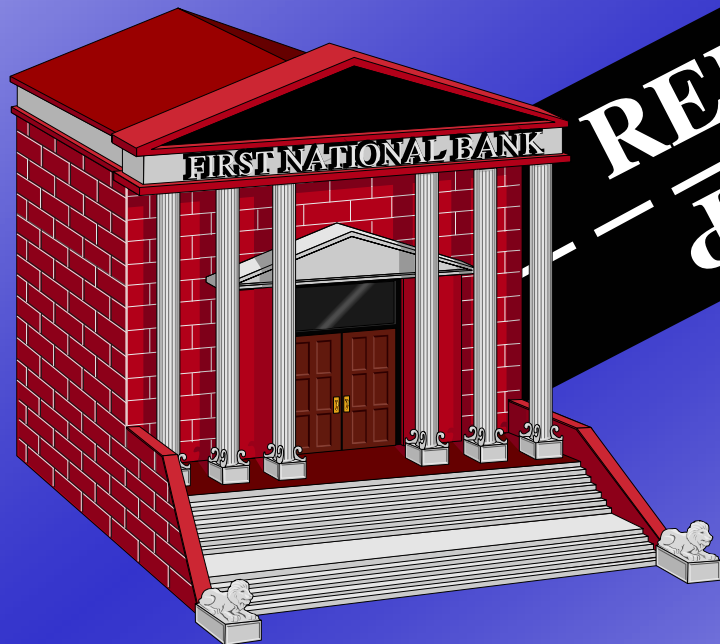




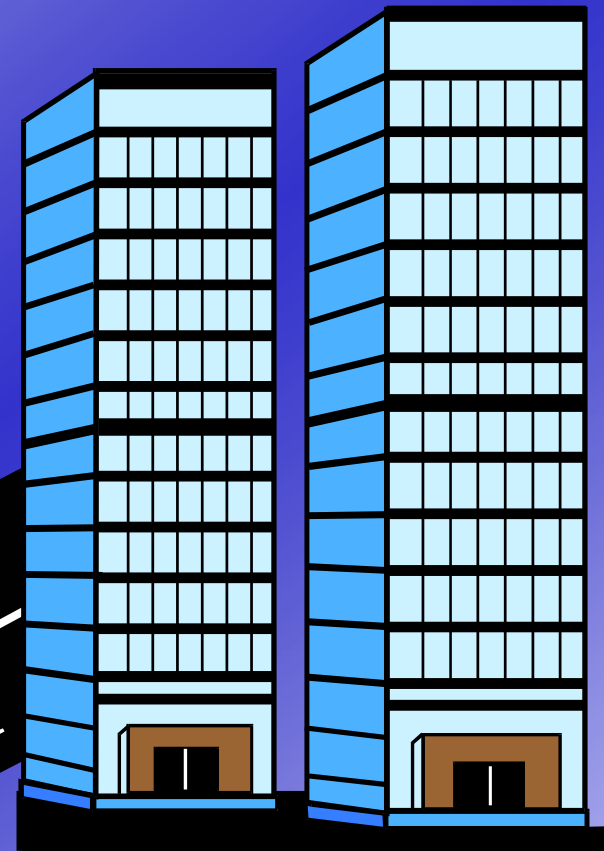


RELATIONSHIP



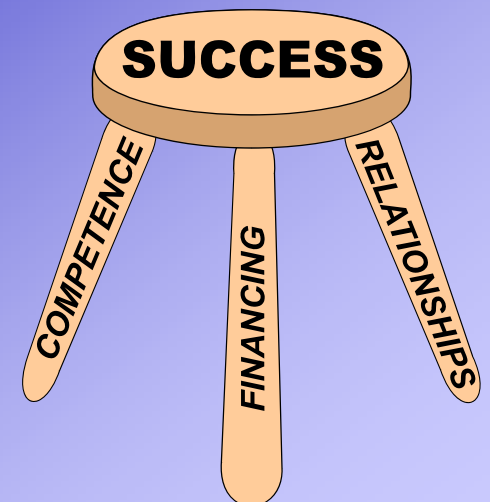


RELATIONSHIP
RELATIONSHIP





- **No One Owes You An Opportunity To Be In Business**
- **People Do Business With People They Like**
- **Cash Flow & Bottom Line DO Matter**



- Make your company the best value for small and large business: ISO Certification – 6 Sigma – Earned Value Model – Capabilities Maturity
- Understand what is important to large business – at the end of the day, it's stockholder equity
- Bring value to the team
- Focus your capabilities presentation

- Prepare a capabilities presentation that prompts the listener to talk and the presenter to listen
- Use Marketing Planning Tools
 - Prime Contractor List
 - Support Contract List
 - Acquisition Forecast

- Staying in business is not a right
- Business is not easy
- Think out of the box
- You must make your own opportunities
- Team where you have a sponsor
- Look and listen for requirements that you can fill
- If you did not show up the work would be performed

- Understand the customers' requirements
- Win the effort before the requirement documents are official
- There are no guarantees
- Seek advise from winning partners
- Know where you stand with present and past customers

- Understand the contract terms and conditions thoroughly and be responsive to all terms and conditions
- Performance measurement tools will always make your business attractive for teaming
- Show how you minimize technical, schedule, and cost risk
- At the end of the day, it is not about building our business, but delivering quality products to the Warfighter that work EVERY TIME.



U.S. Army Materiel Command

Partnership Opportunities with Industry

8 November 07

Deputy Chief of Staff for Business Transformation, G-4/7/9
Headquarters, U.S. Army Materiel Command



Partnership Opportunities with Industry

“Need to be faster, more agile, less bureaucratic – Need to fight this every day”

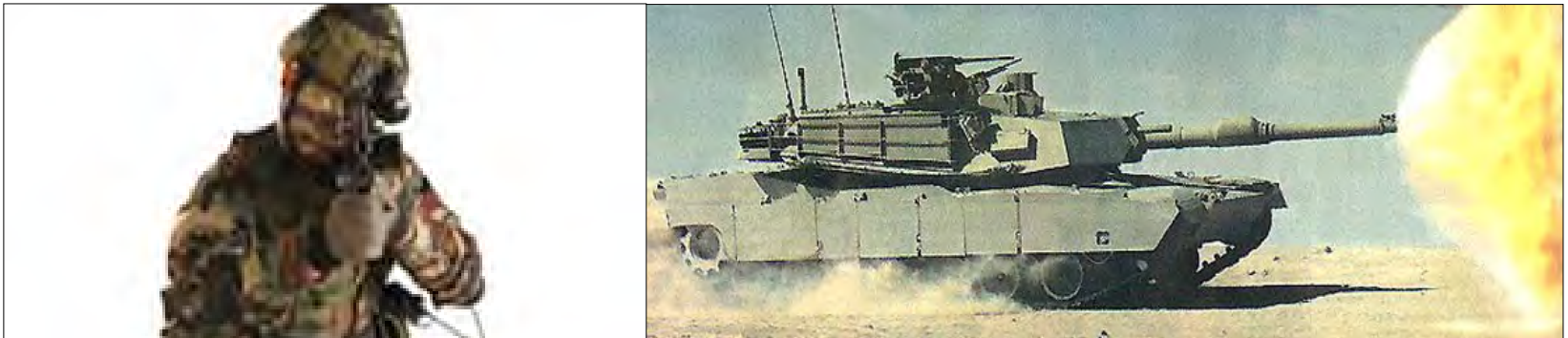
UNCLASSIFIED





Mission

Provide superior technology, acquisition support and logistics to ensure dominant land force capability for Soldiers, the United States and our Allies.



*“If a **Soldier** shoots it, drives it, flies it, wears it, or eats it, Army Materiel Command provides it.”*



“Need to be faster, more agile, less bureaucratic – Need to fight this every day”



Enterprise Capabilities

- ❖ Overhaul/repair/remanufacture
 - ✓ Ground vehicles & helicopters (including components)
 - ✓ Radios, radars & other electronic items
- ❖ Product design, development, engineering & fabrication
- ❖ Heavy and light machining
- ❖ Heat treatment, plating & finishes
- ❖ Wood pallet manufacturing
- ❖ Explosive and propellant production
- ❖ Chemical/Biological protective equipment repair/rebuild



“Need to be faster, more agile, less bureaucratic – Need to fight this every day”



AMC's Industrial Facilities

AMC INDUSTRIAL CAPABILITIES

- Overhaul/Repair/Remanufacture
 - Ground Vehicles & Helicopters (Including Components)
 - Radios, Radars & Other Electronic Items
- Heavy & Light Machining
- Seven-axis Machining Centers
- Heat Treatment, Plating & Finishes
- Tool, Die & Gage Development & Production
- Wood Pallet Manufacturing
- Explosive & Propellant Production
- Guided Boring of Thick Wall Cylinders
- Product Design, Development, Engineering & Fabrication
- Automated Testing
- Metallurgy
- Firing & Test Ranges
- Storage & Handling - Controlled Environment
- Rail Car Storage
- Chemical/Biological Protective Equipment Repair/Remanufacture
- Precision Bearings Analysis
- Foundry & Rotary Forging



“Need to be faster, more agile, less bureaucratic – Need to fight this every day”







What is a Partnership?

- ❖ Agreement between an Army facility and one or more private industry entities to perform work or utilize the Army's facilities and equipment.
- ❖ Includes one or more of the following:
 - ✓ Use of public sector facilities, equipment and employees to perform work for public or private sector.
 - ✓ Work sharing arrangements.

“Need to be faster, more agile, less bureaucratic – Need to fight this every day”







Partnership Examples

Tobyhanna Army Depot	Pine Bluff Arsenal	McAlester Army Ammunition Plant	Anniston Army Depot
<p data-bbox="148 604 392 839">Raytheon Firefinder Radar</p> 	<p data-bbox="548 511 894 975">General Dynamics Armaments & Technical Products 2.75" WP Rocket</p> 	<p data-bbox="1049 586 1296 915">Raytheon Multiple Munitions Programs</p> 	<p data-bbox="1492 604 1753 911">Honeywell AGT 1500 Engine</p> 

“Need to be faster, more agile, less bureaucratic – Need to fight this every day”



Non-Traditional Partnership Examples

Pine Bluff Arsenal	McAlester Army Ammunition Plant	Milan Army Ammunition Plant	Bluegrass Army Depot
Lindsey & Osborne	William Woods	Greenway Nursery	Various Partners
Railcar Storage	EXPLO Systems	Commercial Plant Nursery	Logging, Forestry and Cattle Grazing
			

“Need to be faster, more agile, less bureaucratic – Need to fight this every day”



AMC's Partnership Program

How can we enhance partnership opportunities to leverage the strengths of industry and AMC's capabilities?

"Need to be faster, more agile, less bureaucratic – Need to fight this every day"

UNCLASSIFIED

11th Annual Small Business Conference

November 7, 2007

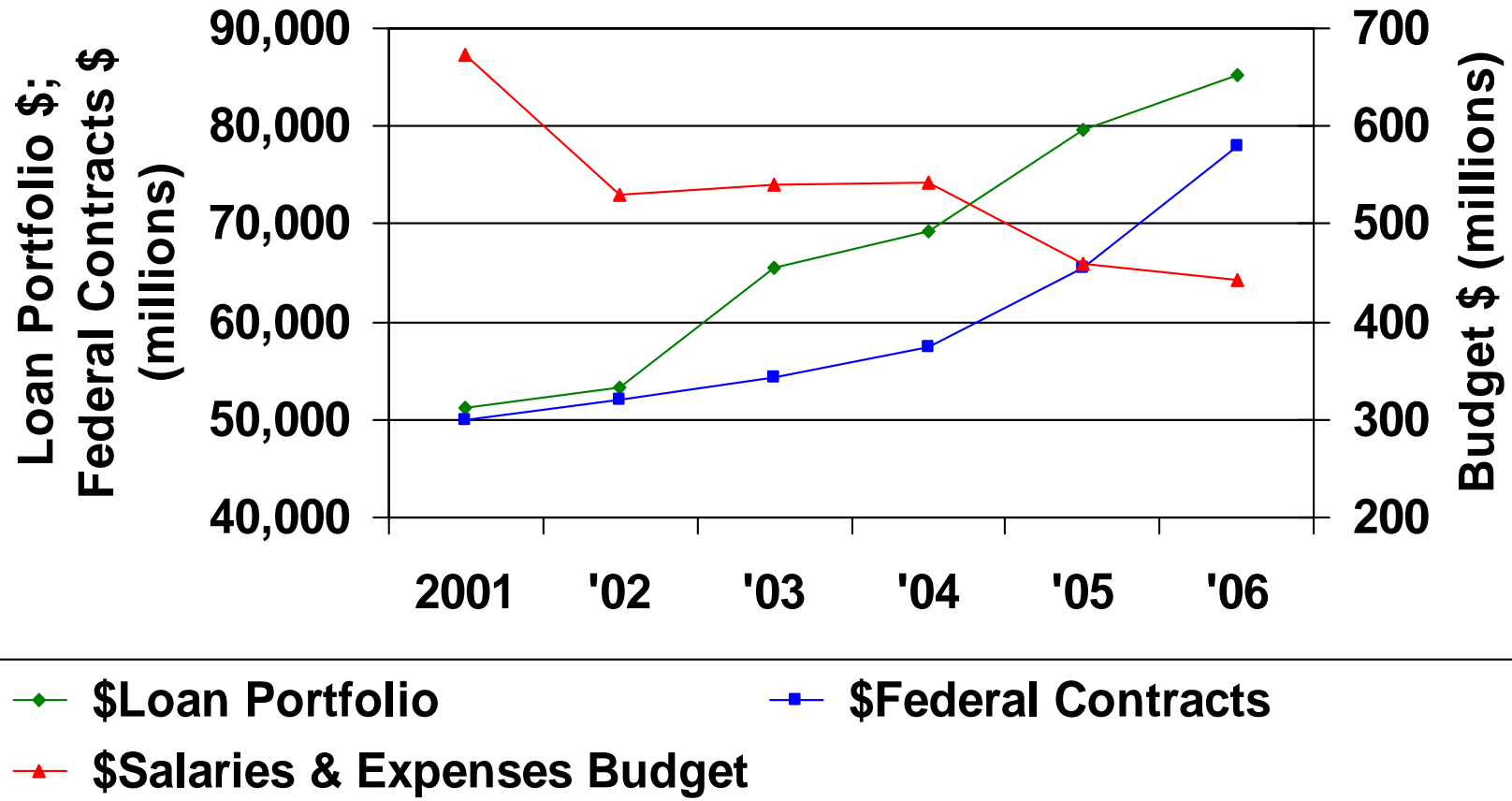


U.S. Small Business Administration



U.S. Small Business Administration

Agency's Effectiveness





U.S. Small Business Administration

Patriot Express

- **Launched in June**
- **Approved more than 500 loans for \$51 million**
- **Offered at 2.25% to 4.75% over prime**
- **Guaranty of up to 85% on loans of \$150,000 or less; 75% for loans of \$150,000 to \$500,000.**
- **2% guaranty fee for loans up to \$150,000; 3% guaranty fee for loans over \$150,000.**
- **In addition to PX, SBA can provide loans of up to \$1.5 million under the Military Reserve Economic Injury Disaster Loan program (MREIDL).**



Veterans Business Development Outreach

- **5 Veterans Business Outreach Program Centers provided counseling and training to 13,689 veterans, reservists, and service members.**
- **30,043 veterans, reservists and family members were assisted through special community collaborative outreach events**



U.S. Small Business Administration

Resource Partner Outreach

- **Number of veterans, reservists and service members that received counseling or training (through 3rd quarter 2007):**
- **37,798 at Small Business Development Centers.**
- **23,126 through SCORE**
- **3,702 through Women's Business Centers.**



U.S. Small Business Administration

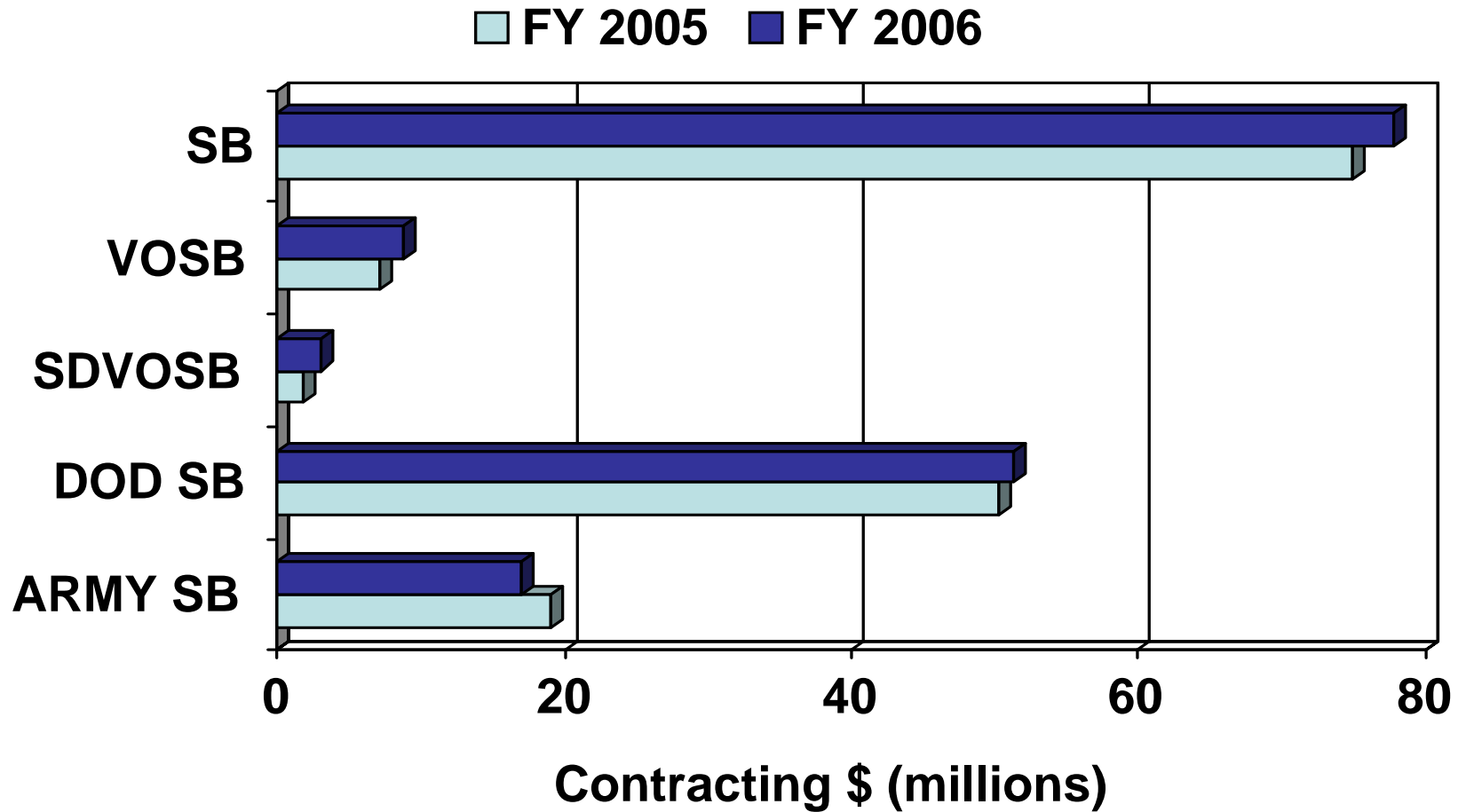
Small Business Procurement Goals

- **SBA establishes small business goals with each agency prior to the beginning of the Fiscal Year**
- **Goals are government-wide**
- **SBA monitors agencies' accomplishments and reports results to the President and Congress**
- **SBA issues Small Business Procurement Scorecard for each of the 24 CFO agencies**



U.S. Small Business Administration

Federal Procurement





U.S. Small Business Administration

Contracting Improvements

- **Increasing opportunities for America's small businesses**
- **Change rules to scrub out large firms**
- **Clean up database**
- **Small Business Procurement Scorecard**



U.S. Small Business Administration

Increasing Opportunities

- **Areas in which the Federal government has not historically met socio-economic contracting goals**
- **Enhanced online search tool**
- **Increase and re-orient Procurement Center Representatives (PCRs)**



U.S. Small Business Administration

Size Recertification

- **New regulation published Nov. 2006 went into effect June 30**
- **Long-term contracts: recertification at the end of five years**
- **Short-term contracts: notification in event of merger or acquisition**
- **Does not require termination of contracts if size status changes**



U.S. Small Business Administration

Clean Database

- **Reviewed 11 million contract actions from the last two years to cleanse the database of miscoded contracts**
- **Cleaner data caused the drop in overall percentage of prime contracts to small businesses in FY 2006**
- **Agencies must establish procedures by Dec. 15, making FY 2007 data even more reliable**

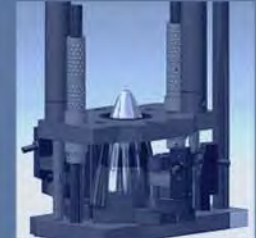
Small Business Procurement Scorecard

- **Released Aug. 17**
- **Track and monitor the status of 24 Federal agency's small business goal achievement**
- **Agencies are rated green, yellow or red, based on:**
 - **whether they reached their annual small business contracting goals, and**
 - **their progress on efforts to make contracting opportunities available to small businesses**



Inspiring Innovation Through People, Process and Technology

IMPACT



Available Resources to Business for State-of-the-Art Manufacturing

**Army Small Business Conference
November 8, 2007**

John S. VanKirk
President and Executive Director
john.vankirk@ncdmm.org

1600 Technology Way • Latrobe, PA 15650
Phone: (724) 539-8811 • Fax: (724) 539-5094
www.ncdmm.org



About the NCDMM

- A 501C(3) organization
- *Collaborate to deliver optimized manufacturing solutions* that enhance the quality, affordability, maintainability, and rapid deployment of *defense systems*.
- Fifth year of operation



NCDMM is a resource to support your organization in today's competitive manufacturing environment.



Issues Facing Small Business

1. Finding qualified skilled employees
2. Globalization
3. Increased usage of advanced materials
4. Certified Quality Management System
5. Threat/Opportunity of new technology

INNOVATIVE technology will mitigate or eliminate the impact of these issues. We must invest in our manufacturing future by IMPLEMENTING new technology!

NCDMM Small Business Support

- Review and assess manufacturing capability
- Provide manufacturing expertise – develop and implement
- Assist in implementing advanced technology
- Provide technology awareness and training programs
- Assist in identifying business opportunities



Examples/Savings

Chinook - Bulkhead Optimization

Objective:

Reduce weight and improve reliability of floor frame bulkheads

IMPACT/COST AVOIDANCE

\$3.5M



Black Hawk Ti Rotor Component

Objective:

Improve manufacturability from 60 to 95 pieces/week

IMPACT/COST AVOIDANCE

\$2.2M



Picatinny Arsenal XM982 Excalibur

Objective:

Eliminate a production bottleneck from 40 hours/part to 1.5 hours/part

IMPACT/COST AVOIDANCE

\$75M



Edge-of-Part Composite

Objective:

Reduce cost of trimming composite wing skins

IMPACT/COST AVOIDANCE

\$225M



To-date: 1) Over 75 projects have been completed
2) Partnered with 62 leading technology enablers
3) Engaged with over 80 shops

NCDMM Results

NCDMM has delivered:

- \$478M in cost saving/avoidance in DoD efforts
- Assisted in \$75M of defense work to small businesses





Engaging with NCDMM

How to engage with NCDMM

- Commercial and Non-Federal Agencies
 - Purchase order / Contract
- Annual Project Call
- Training program participation
- Make NCDMM aware of your capabilities

For our military to be the best they need innovative tools and weapons that require advanced manufacturing solutions.



Department of Defense Military One Source

Presented by: Steve Clark
Program Analyst, Office of the
Under Secretary of Defense, Personnel & Readiness



***Briefing for the
National Defense Industrial Association
11th Annual Small Business Conference
November 8, 2007***



Military One Source

1-800-342-9647



The Severely Injured component at Military One Source was officially opened on February 1, 2005. The new center ties together military and other government programs such as the Department of Labor and Veterans Affairs with representatives in house.

Mission:

To prepare severely injured Service members to return to duty or to reintegrate successfully into their home towns.

Objectives:

- To ensure that all severely injured Service members and their families receive the necessary support. A grateful nation will honor our heroes' service and stand with them.
- To provide personalized assistance, tailored to meet an individual's unique needs during recovery and rehabilitation, in include:
- Medical care & rehabilitation
- Education, training and job placement
- Personal mobility and functioning
- Home, transportation and workplace accommodations
- Personal, couple and family issues counseling
- Financial resources



Military One Source 1-800-342-9647



Services:

- Available 24/7, worldwide at no cost to severely injured Service members and their families
- Regional ombudsmen/advocates to interface with and support severely injured Service members and their families



Employ the War Fighter Goodwill & Good Business



1. Accelerated Learning Curve - Veteran's of America's armed forces have the skills, training, and character to meet the toughest challenges.
2. Leadership - The military trains people to lead by example as well as direction, delegation and motivation.
3. Diversity - Veterans have learned to work side by side regardless of race, gender, religion, ethnicity and economic status.
4. Efficient performance under pressure - Veterans can accomplish priorities on time in spite of tremendous stress.
5. Respect for procedures - Veterans value accountability. They understand and flow organizational framework.



Employ the War Fighter Goodwill & Good Business



6. Technology and globalization - Veteran's are aware of international and technical trends pertinent to business.
7. Integrity - Veteran's understand "an honest days work." Sincerity, trustworthiness and previous security clearance
8. Conscious of safety and health protocols.
9. Triumph over adversity - Military missions demand endurance, stamina and flexibility.
10. Veterans who've been injured or wounded while in service and who are transitioning into civilian careers can bring a diverse set of skills to your organization.



The Process



1. Get involved with the Hire Heroes USA at: <http://www.hireheroesusa.org/getinvolved.php>.
2. For more information about programs and services, including the "Employers Guide to Hiring Veterans," <http://www.military.com>.
3. Visit our website: www.militaryhomefront.dod.mil for more information.
4. My contact information: steve.clark@osd.mil, 703-908-6353.

Questions?





Technology Research
Consultants, Inc.

A Woman Owned Small Disadvantaged Business



What You Need to Know Before You Team/Partner

Presented to
11th Annual
Army Small Business Conference

Presented By
Technology Research Consultants, Inc.

dennison@trc-hq.com

November 8, 2007



Technology Research
Consultants, Inc.

A Veteran Woman Owned Small Disadvantaged Manufacturing & Integration Business

DOD Prime Contractor

- Veteran, Disadvantaged, Woman Owned Small Business
- Established in June 2002
- 8(a) Certification Granted: October 2002
- 2006 Sales: \$13.6M Orders: \$46.2M
- 2007 Launching Commercial Business Segments

NAICS Codes: 334511,
541511, 514210, 514191,
541513, 541330, 541210,
541330, 336411, 541710

Locations

★ Corporate Headquarters
2801 US Hwy 17/92 West
Haines City, Florida 33844

★ Bushnell, Florida

★ Opening 3 Sites - 2007

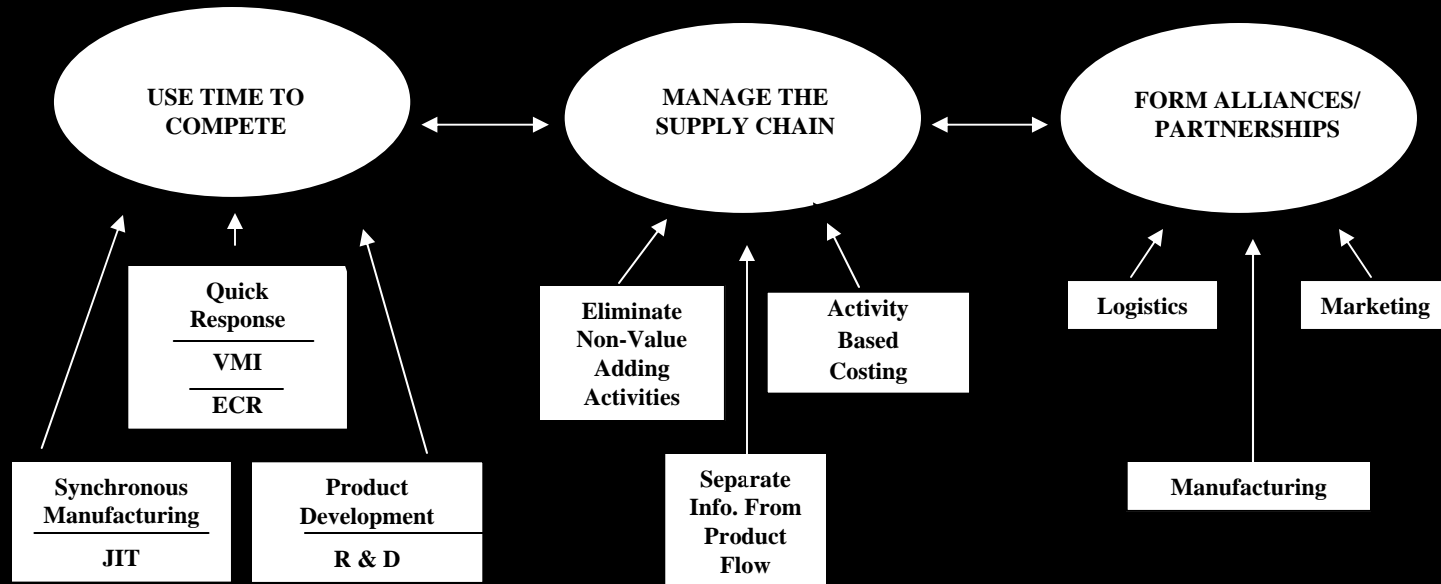




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TO PRIME DOD CONTRACTS SMALL BUSINESSES MUST:



TQM

Business Reengineering

Single Source Solutions



TIE ALLIANCE STRATEGIES TO THE CORPORATE BUSINESS PLAN





Teaming/Alliance Considerations

Customer Service

- Responsiveness
- On-Time Performance
- Time Based Competition
- Outside Expertise
 - Infrastructure
 - Transportation
 - Combine Technologies

Economics/ Costs

- Productivity Gains
- Improved Cost Controls
- Economies of Scale
 - Labor, Insurance
 - Overhead
 - Purchasing Power
 - Asset Utilization

Business Reengineering

- Refocus on Core
- Rationalization
- Integrated Supply Chain
- Rightsizing
- Downsizing
- Cost Reductions

Quality

- Variability
- Damage
- Information
- Customer Interfaces



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PARTNERSHIP SELECTION PROCESS

IDENTIFY GOALS

Customer Service
Channel Network
Labor Issues
Investment
Alternatives
Operating Costs
Capacity Constraint
Product/Process
Technologies
Marketing Access
Functional Expertise
Internal Organization
Vendor Base

IDENTIFY REQUIRED SERVICES

Inbound
Transportation
JIT Pickup /
Delivery
Information
Systems
Ordering Admin
Import/Export
Activities
Production /
Assembly

IDENTIFY SPECIFIC OBJECTIVES

Improve Financial
Performance
Reduce Investment
Improve Productivity
Improve Customer Service
Improve System Flexibility
Gain Distinctive
Competencies
Improve Work Environment
Improve Control Over
Operations

DETERMINE SELECTION CRITERIA

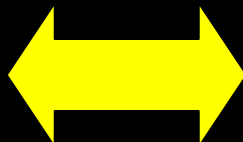
Size of Firm
Financial
Performance and
Stability
Efficiency of
Operations
Capacity
Experience / Past
Performance Record
IT & Quality
Organizations
Compatibility of
Corporate Cultures



Managing Long Term Partnerships

Key Factors

- Sense of Trust
- Mutually Beneficial Written Agreement
- Mitigate Affiliation Issues First
- Pricing Strategies
- Management Commitment
- Shared Risk
- Clearly Defined Goals
- Teamwork/Task Force - P&L Center
- On-Going Performance Measurement
- Two-Way Feedback/Communication
- Incentives That Reinforce Goal Structure



Identify Partner's Major Expectations



Identify Barriers to a Successful
Long Term Partnership



Mutually Identify and Set Performance
Standards



Monitor and Measure Performance



Evaluate Variances/Gaps



Communicate Problems and
Performance Levels



Create Environment Based on
Mutual Trust



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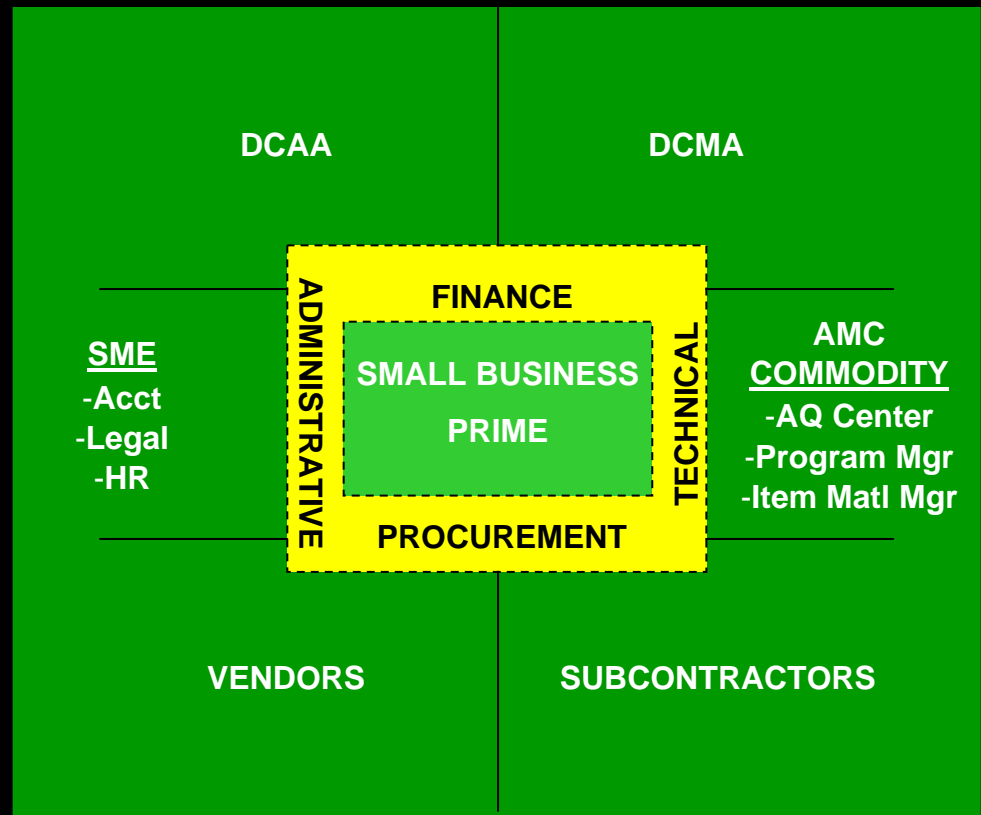
A Veteran Woman Owned Small Disadvantaged Manufacturing & Integration Business

SB PRIMES FACE:

- **LARGER CONTRACTS**
- **PREAWARD SURVEYS**
 - PAST PERFORMANCE
 - FINANCING AGTS
 - QUALITY INFRASTRUCTURE
- **DFAR/FAR ALLOWS:**
 - LG/SB TEAMING
 - SMALL BUSINESS JV
 - MENTOR INVESTMENT

**AMC – AN ACQUISITION
ENVIRONMENT ENCOURAGING
SMALL BUSINESS TEAMING**

THE SEAMLESS PARTNERSHIP





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Small Business Benefits

- Infrastructure Support
- Larger Contract Award \$'s
- Lower Cost of Capital
- Increase Facility Capacities
- Subsidized Marketing Costs

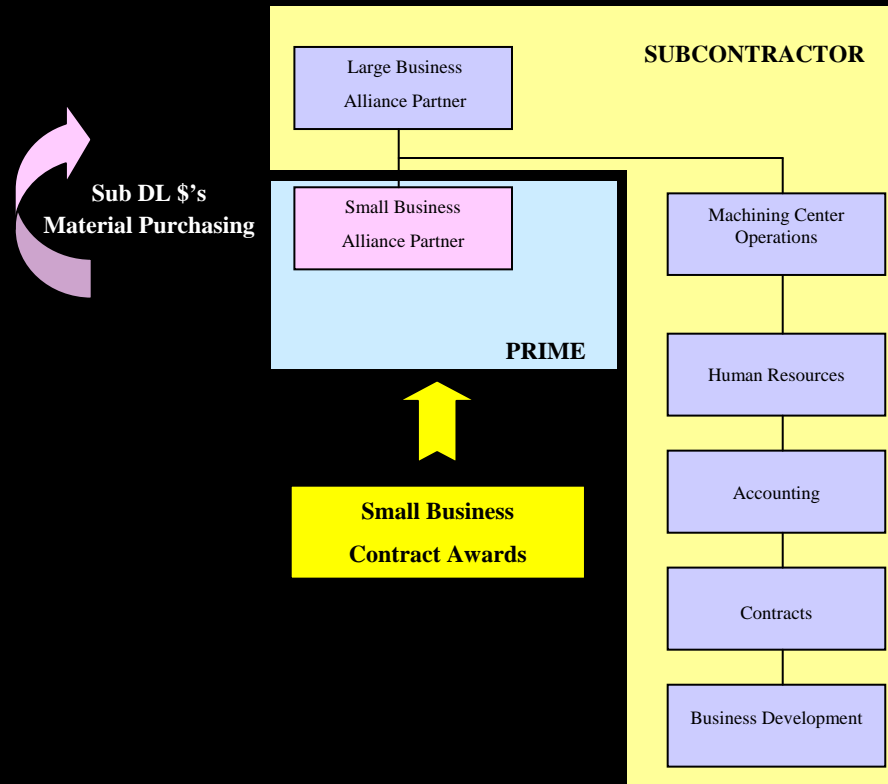
Large Business Benefits

- Increased Market Share
- Participate in Small Business Segment
- Lowers Material Handling Factor

Alliance Benefits

- Innovative Cost Pool
- Leverages Core Competency Synergies

ALLIANCE EXAMPLE





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Question and Answer Session

Sample SBA Approved Alliance Business Teaming Agreement at

www.trc-hq.com

Special Recognition and Thanks Given To:



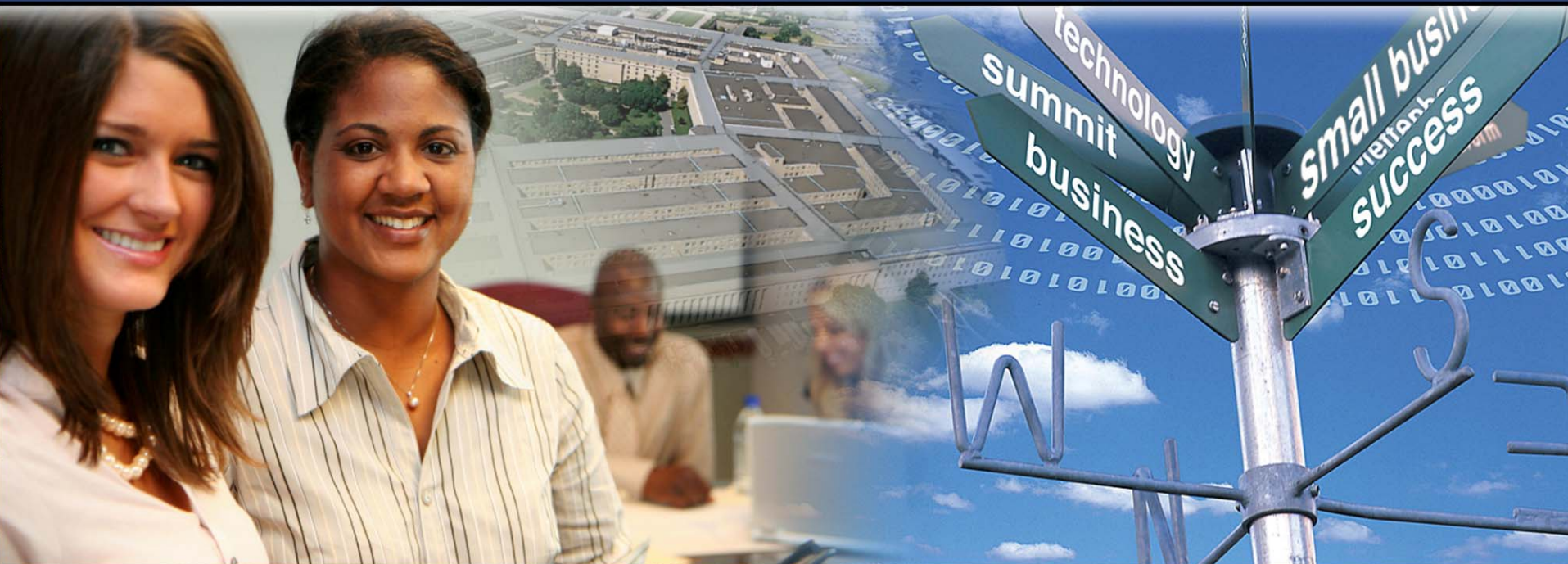
University of Alabama

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Success Strategies for Women-Owned Small Businesses in the DoD World

November 8, 2007



IER Corporate Overview



- **Woman- and minority-owned**
- **Over 20 years in operation**
- **~300 defense/CBRNE experts, homeland security and emergency management professionals, scientists, engineers, software developers, and more**
- **Applied solutions contractor and technology consultant for DoD, DHS, FEMA, state and local governments, industry, and international entities**



Awards and Recognition

- 2006 American Red Cross Humanitarian Award
- 2004 Profiles in Innovation Award for Emergency Preparedness & Response Excellence (QEM®)
- 2004 Business Leader of the Year
- 2003 Louisiana Technology Leader of the Year
- 2003 Lantern Award (LA Economic Development)
- 2001 DCI Portal Excellence Award Finalist
- 2001 Louisiana Technology Company of the Year
- 2000 Cogswell Industrial Security Award
- 2000 National Reinventing Government Hammer Award
- Member, Army Science Board
- Member, Defense Science Board for Intelligence on Terrorism
- Moderator, DTRA Chemical and Biological Modeling and Simulation Futures Panel

Necessary Foundation for Success

- **Passion**
- **Vision**
- **Quality**



Keys to Succeeding



- **Get involved and be visible**
 - Join local industry groups
 - Form your own groups
- **Focus on the customer—not your product or service**
 - What do your customers really need?
- **Seek feedback on your work**
 - Internal feedback
 - Customer feedback

Growing Your Business

- **Take advantage of small business opportunities**
 - 8(a) set-asides
 - General Services Administration (GSA) contracts
- **Develop a bidding strategy**



Growing Your Business



- **Prime whenever possible**
 - Large companies often willing to be subcontractors
- **Sub to large companies for large contracts**
 - Provide high-quality, visible service
 - Put your best foot forward with the prime

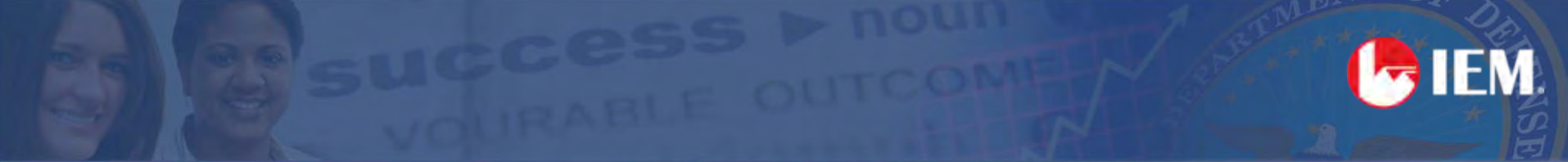


Marketing to Government and Large Businesses



- **Identify strategic targets**
- **Build relationships**
- **Market benefits not capabilities**
- **Leverage 8(a) status**





Madhu Beriwal

President and CEO

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Managing Risk in a Complex World